

CANADA BUSINESS FACTS

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*Canada Business Facts 1996* is designed to provide an informative and interesting snapshot of the country, its economy and its business investment climate. As this booklet reveals, Canada has established itself as a prime location for international investment.

The Canadian business climate offers many advantages. For example, under the North American Free Trade Agreement, companies operating in Canada have preferred access to a huge market of 378 million consumers with a combined GDP of \$10.8 trillion (US\$ 7.9 trillion). Canada's sophisticated transportation and communication infrastructure makes it an attractive base for North American and international operations.

Canada's economy is burgeoning: the OECD predicts it will grow above the rate of expansion of productive capacity from 1996. Moreover, Canada offers ongoing high corporate profits (up more than 20 per cent in 1995 over 1994) coupled with an equally high level of business and consumer confidence. Canadian exports grew by 17 per cent from January to November of 1995 and are expected to continue

growing. According to Statistics Canada, inflation is minimal and OECD is forecasting that it will remain at the 2% level until 1998. Low wage settlements (averaging 0.9 per cent in 1995) have resulted in competitive unit labour costs and strong productivity.

Canadian workers are highly skilled, highly educated and loyal. Our multicultural society provides employers with a multilingual workforce possessing a broad international perspective.

With these and other advantages, it is no surprise that the United Nations' *Human Development Report* ranks Canada No. 1 in the world under its Human Development Index. (See table 9.3)

For assistance in learning more about business opportunities in Canada, contact the government offices and the business associations listed at the back of this publication.

**Note:** All figures are quoted in Canadian dollars unless indicated otherwise.

~~Government~~

~~Publications~~

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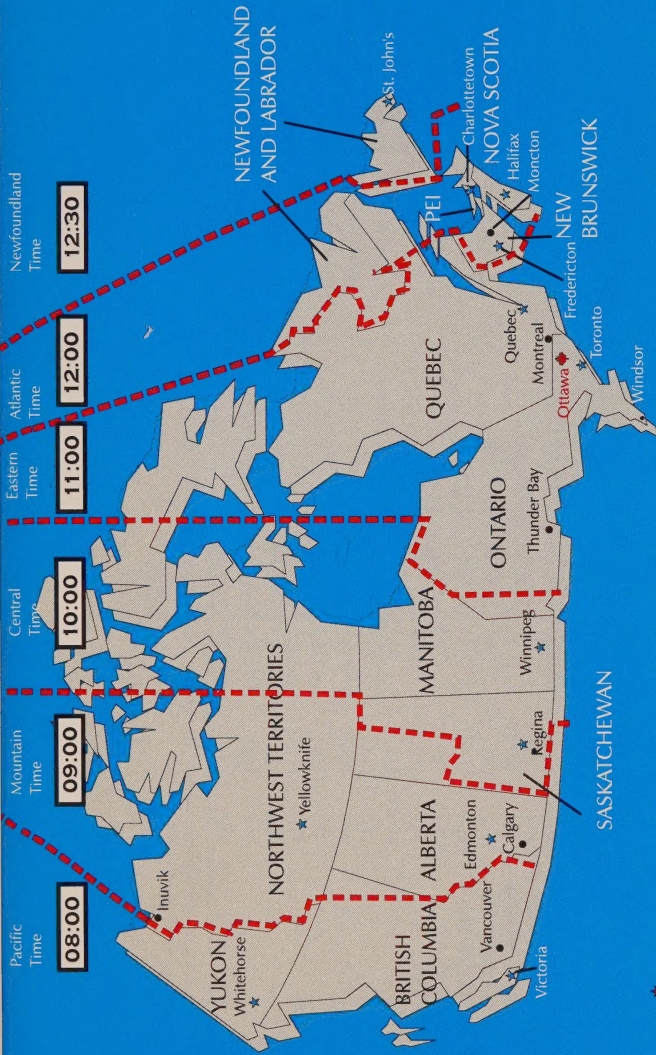
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# CANADA



★ Capital of Canada

★ Capitals of provinces / territories



## 1.1 CLIMATE OF MAJOR CANADIAN CITIES

CITY	AVERAGE DAILY TEMPERATURE (° Celsius)				AVERAGE PRECIPITATION (Millimetres)	
	JANUARY		JULY		JANUARY	JULY
	max	min	max	min		
Vancouver, BC	5.7	0.1	21.7	12.7	149.8	36.1
Calgary, ALTA	-3.6	-15.7	23.2	9.5	12.2	69.9
Edmonton, ALTA	-8.7	-19.8	22.5	9.4	22.9	101.0
Regina, SASK	-11.0	-22.1	26.3	11.9	14.7	58.9
Winnipeg, MAN	-13.2	-23.6	26.1	13.4	19.3	72.0
Toronto, ON	-1.3	-7.9	26.5	17.6	55.2	71.0
Ottawa, ON	-6.3	-15.5	26.4	15.1	58.0	88.1
Montreal, QUE	-5.8	-14.9	26.2	15.4	63.3	85.6
Quebec, QUE	-7.7	-17.3	24.9	13.2	90.0	118.5
Charlottetown, PEI	-3.3	-11.3	23.1	14.4	97.1	78.5
Moncton, NB	-3.7	-13.9	24.4	12.5	119.7	102.6
Halifax, NS	-1.5	-10.3	23.4	13.2	146.9	96.8
St. John's, NFLD	-0.7	-7.9	20.2	10.5	147.8	77.9

Note: Average temperature and precipitation data are based on varying periods of record over the 30-year period from 1961 to 1990 inclusive.

Source: Environment Canada, Atmospheric Environment Service, 1995

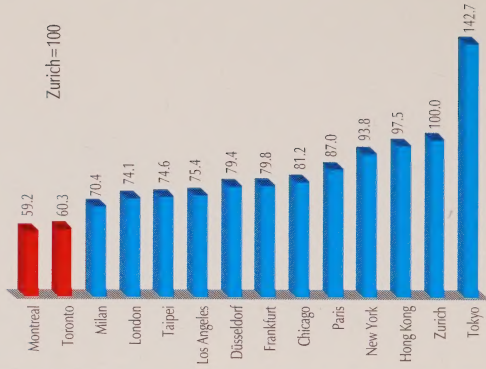
## 1.2 PUBLIC HOLIDAYS – 1996

DAY	DATE
New Year's Day	January 1
Good Friday	April 5
Easter Monday	April 8
Victoria Day*	May 20
St.-Jean-Baptiste (Quebec)	June 24
Canada Day	July 1
Civic Holiday**	August 5
Labour Day	September 2
Thanksgiving	October 14
Remembrance Day	November 11
Christmas	December 25
Boxing Day	December 26

\* Called Fête de Dollard des Ormeaux in Quebec.

\*\* The name of this holiday varies from province to province. Not a holiday in Quebec or Newfoundland.

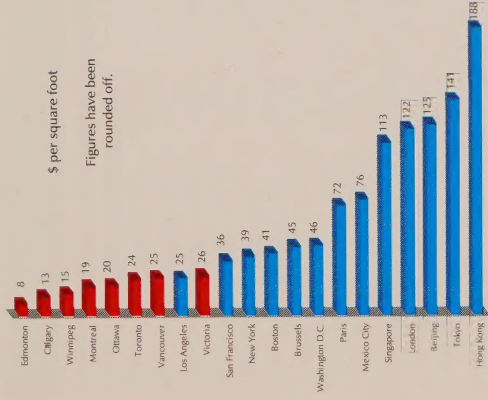
Source: The Canadian Global Almanac, 1996

1.3 COST OF LIVING INDEX – MAJOR CITIES  
– INTERNATIONAL COMPARISON – 1995

Note: Cost of a basket of 111 goods and services, including 3 rent categories, weighted by consumer habits.

Source: Union Bank of Switzerland, Prices and Earnings Around the Globe, 1994

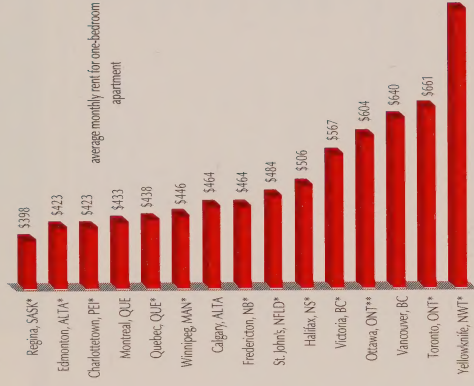
## 1.4 AVERAGE COST OF OFFICE SPACE – SELECTED CITIES WORLDWIDE – 1995



Note: Annual occupancy cost includes base rent, operating expenses and taxes, based on a 5 year lease of Class A 10 000 sq. ft. in a prime downtown location.

Source: Colliers Macaulay Nicolls International Inc., 1995

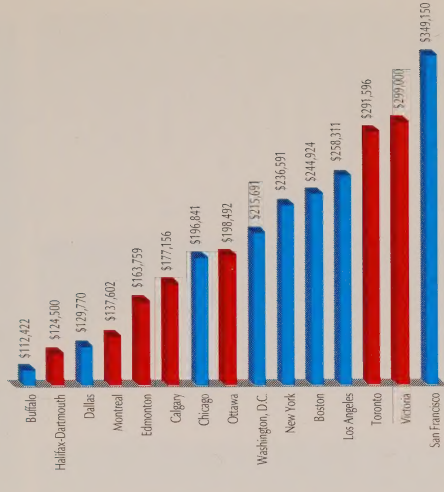
## 1.5 APARTMENT RENTS – SELECTED CANADIAN CITIES – 1995



\* Provincial and territorial capitals.  
\*\* Capital of Canada.

Source: Canada Mortgage and Housing Corporation, October 1995

## 1.6 AVERAGE COST OF HOUSING – SELECTED NORTH AMERICAN CITIES – 1994

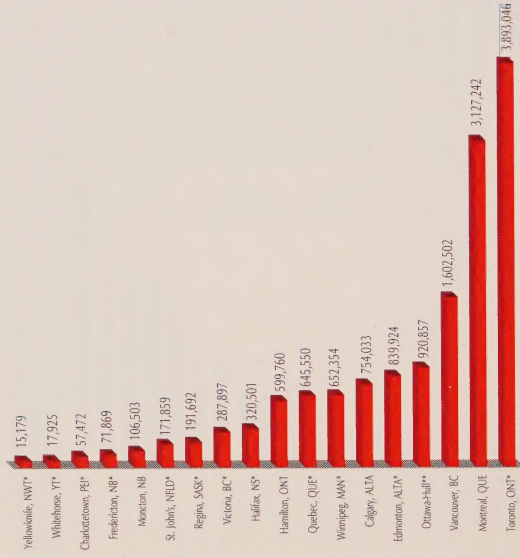


Notes: Canadian figures represent the average sale price of a single new house; US figures represent the median sales price of a single family home.

Sources: Canada Housing and Mortgage Corporation, 4th Quarter 1994; National Association of Realtors, January 1996



## 2.1 POPULATION – PROVINCIAL AND TERRITORIAL CAPITALS PLUS SELECTED CITIES – 1991



\* Provincial and territorial capitals.

\*\* Metropolitan area = National Capital Region = Ottawa, Ontario and Hull, Quebec

Source: Statistics Canada, (Catalogue 93-301), *Population and Dwelling Counts*, Census 1991

## 2.2 CANADIAN – POPULATION – URBAN AND RURAL – 1991

LOCATION	URBAN		RURAL		TOTAL	
	POPULATION	%	POPULATION	%	POPULATION	%
<b>CANADA</b>	<b>20,907,957</b>	<b>76.6</b>	<b>6,388,902</b>	<b>23.4</b>	<b>27,296,859</b>	<b>100.0</b>
Newfoundland	304,451	53.6	264,023	46.4	568,474	100.0
Prince Edward Island	51,813	39.9	77,952	60.1	129,765	100.0
Nova Scotia	481,508	53.5	418,434	46.5	899,942	100.0
New Brunswick	345,214	47.7	378,686	52.3	723,900	100.0
Quebec	5,351,211	77.6	1,544,752	22.4	6,895,963	100.0
Ontario	8,253,842	81.8	1,831,043	18.2	10,084,885	100.0
Manitoba	787,175	72.1	304,767	27.9	1,091,942	100.0
Saskatchewan	623,397	63.0	365,531	37.0	988,928	100.0
Alberta	2,030,893	79.8	514,660	20.2	2,545,553	100.0
British Columbia	2,640,961	80.5	641,100	19.5	3,282,061	100.0
Yukon Territory	16,335	58.8	11,462	41.2	27,797	100.0
Northwest Territories	21,157	36.7	36,492	63.3	57,649	100.0

Source: Statistics Canada, (Catalogue 93-301), *Population and Dwelling Counts*, Census 1991

## 2.3 POPULATION – BY AGE AND SEX – 1995 (IN THOUSANDS)

AGE	MALE	FEMALE	TOTAL
TOTAL – ALL AGES	14,664	14,942	29,606
0-4	1,019	968	1,987
5-9	1,021	977	1,998
10-14	1,024	979	2,003
15-24	2,051	1,973	4,024
25-34	2,489	2,432	4,921
35-44	2,470	2,456	4,926
45-54	1,847	1,832	3,679
55-64	1,240	1,270	2,510
65-74	954	1,134	2,088
75-84	445	682	1,127
85+	105	239	344

Note: Figures are estimates as of July 1, 1995.

Source: Statistics Canada, Estimate of Population by Age and Sex, Canada, Provinces and Territories, 1995

## 2.4 POPULATION – BY MOTHER TONGUE – 1991 (% OF TOTAL POPULATION)

	CANADA	HALIFAX	MONTREAL	TORONTO	EDMONTON	VANCOUVER	OTTAWA/HULL
English	60.5	93.1	14.3	66.4	77.9	72.9	53.5
French	23.8	2.7	66.9	1.3	2.3	1.3	32.9
Multilingual	2.6	1.0	4.2	4.1	3.1	3.1	3.5
Italian	1.6	0.2	3.8	4.9	0.7	1.1	1.1
Chinese	1.6	–	0.9	4.5	2.8	8.2	1.2
German	1.6	0.3	0.4	1.2	2.4	2.2	–
Portuguese	0.7	0.1	0.8	2.5	0.4	0.4	–
Polish	0.6	0.2	0.5	1.5	1.1	0.5	–
Spanish	0.6	1.0	1.4	1.4	0.7	0.7	–
Other	6.4	1.4	6.8	12.2	8.6	9.6	7.8

Note: Values which are too small to be expressed are denoted by a (–).

Source: Statistics Canada, (Catalogue 93-313), Mother Tongue, 1991





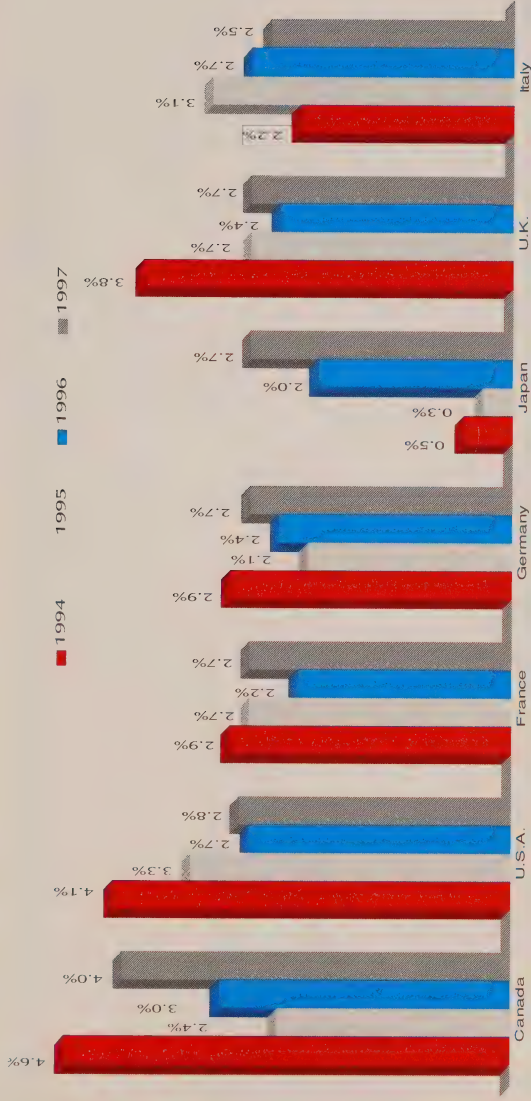
## 2.5 IMMIGRANTS BY LAST COUNTRY OF PERMANENT RESIDENCE - JANUARY TO DECEMBER 1995

COUNTRY	CANADA		NFLD		PEI		NS		NB		QUE		ONT		MAN		SASK		ALTA		BC		NWT		YUKON	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
Hong Kong	30 889	100	13	0.0	20	0.1	204	0.7	33	0.1	1 087	3.5	15 439	50.0	220	0.7	168	0.5	2 336	7.6	11 362	36.8	7	0.0		0.0
India	15 553	100	20	0.1	1	0.0	68	0.4	26	0.2	806	5.2	8 199	52.7	274	1.8	92	0.6	1 148	7.4	4 903	31.5	8	0.1	8	0.1
Philippines	14 641	100		0.0	7	0.0	19	0.1	9	0.1	642	4.4	8 455	57.7	576	3.9	113	0.8	1 588	10.8	3 198	21.8	22	0.2	12	0.1
China	12 750	100	95	0.7	5	0.0	125	1.0	65	0.5	972	7.6	6 641	52.1	291	2.3	296	2.3	1 139	8.9	3 117	24.4	4	0.0		0.0
Sri Lanka	8 621	100	15	0.2		0.0	1	0.0	3	0.0	627	7.3	7 764	90.1	16	0.2	9	0.1	35	0.4	149	1.7	2	0.0		0.0
Taiwan	7 272	100		0.0		0.0	39	0.5		0.0	269	3.7	1 561	21.5	14	0.2	20	0.3	348	4.8	5 021	69.0		0.0		0.0
Bosnia-Herzegovina	5 844	100	90	1.5	46	0.8	136	2.3	111	1.9	1 543	26.4	2 039	34.9	389	6.7	315	5.4	579	9.9	594	10.2		0.0	2	0.0
England	5 268	100	53	1.0	1	0.0	59	1.1	21	0.4	200	3.8	2 890	54.9	151	2.9	34	0.6	518	9.8	1 333	25.3	6	0.1	2	0.0
USA	4 902	100	22	0.4	23	0.5	131	2.7	76	1.6	446	9.1	2 411	49.2	112	2.3	93	1.9	448	9.1	1 125	22.9	8	0.2	7	0.1
Vietnam	3 880	100		0.0	2	0.1	4	0.1	13	0.3	446	11.5	2 161	55.7	117	3.0	54	1.4	523	13.5	556	14.3	2	0.1	2	0.1
Pakistan	3 843	100	4	0.1		0.0	76	2.0	9	0.2	394	10.3	2 813	73.2	39	1.0	11	0.3	267	6.9	227	5.9	1	0.0	2	0.1
Guyana	3 833	100	1	0.0		0.0	19	0.5		0.0	120	3.1	3 575	93.3	30	0.8	4	0.1	51	1.3	33	0.9		0.0		0.0
France	3 770	100	1	0.0	1	0.0	14	0.4	5	0.1	3 260	86.5	335	8.9	11	0.3	5	0.1	35	0.9	102	2.7		0.0	1	0.0
Romania	3 669	100	2	0.1	5	0.1	16	0.4	11	0.3	800	21.8	2 258	61.5	44	1.2	17	0.5	154	4.2	362	9.9		0.0		0.0
Jamaica	3 526	100		0.0		0.0	7	0.2		0.0	102	2.9	3 228	91.5	27	0.8	1	0.0	111	3.1	47	1.3	3	0.1		0.0
South Korea	3 322	100		0.0		0.0	209	6.3		0.0	268	8.1	1 135	34.2	50	1.5	3	0.1	566	17.0	1 091	32.8		0.0		0.0
Iran	3 321	100		0.0		0.0	34	1.0	4	0.1	187	5.6	2 211	66.6	37	1.1	24	0.7	169	5.1	655	19.7		0.0		0.0
Saudi Arabia	2 764	100	6	0.2		0.0	343	12.4	1	0.0	261	9.4	1 713	62.0	43	1.6	34	1.2	178	6.4	185	6.7		0.0		0.0
Yugoslavia	2 745	100	5	0.2	3	0.1	14	0.5	5	0.2	119	4.3	2 006	73.1	34	1.2	28	1.0	154	5.6	377	13.7		0.0		0.0
Egypt	2 685	100	16	0.6	4	0.1	283	10.5	1	0.0	430	16.0	1 655	61.6	19	0.7	16	0.6	131	4.9	130	4.8		0.0		0.0
Other countries	60 042	100	234	0.4	34	0.1	1 783	3.0	194	0.3	11 716	19.5	33 632	56.0	841	1.4	486	0.8	3 573	6.0	7 473	12.4	32	0.7	44	0.1
<b>TOTAL</b>	203 140	100	577	0.2	152	0.1	3 584	1.8	587	0.3	24 695	12.2	112 121	55.2	3 335	1.6	1 823	0.9	14 051	6.9	42 040	20.7	95	0.1	80	0.0

Note: Data may not add exactly due to rounding.

Sources: Citizenship and Immigration Canada, January 1996; NORACOM Consultants Inc., 1996

### 3.1 ECONOMIC GROWTH – REAL GDP – G-7 COUNTRIES – 1994 TO 1997



Notes: Figures for 1995 are estimates; figures for 1996 and 1997 are projections.

Source: OECD, (Catalogue 58), *Economic Outlook*, December 1995

### 3.2 GROSS DOMESTIC PRODUCT PER CAPITA – G-7 COUNTRIES\* – 1994



\* Mexico added to G-7 member countries.

Sources: Central Intelligence Agency, *The World Factbook*, 1995; NORACOM Consultants Inc., 1996

### 3.3 GROSS DOMESTIC PRODUCT BY INDUSTRY – AT FACTOR COST – IN 1986 PRICES (\$ MILLIONS)

INDUSTRY	1975	1980	1985	1990	1991	1992	1993	1994	1995
Agriculture, Forestry & Fishing	11,552	12,344	13,328	15,494	15,144	13,850	14,768	15,328	15,330
Mining	17,220	17,354	18,919	19,926	20,126	20,412	21,424	22,759	23,727
Manufacturing	65,250	75,203	86,218	90,947	84,929	87,472	91,636	98,026	102,533
Construction	20,415	24,380	26,953	32,329	30,915	28,422	27,857	29,350	28,648
Other Utilities	9,754	13,059	15,565	15,934	16,626	16,408	16,832	17,584	17,636
<b>Goods Producing Industries</b>	<b>124,191</b>	<b>142,340</b>	<b>160,983</b>	<b>174,630</b>	<b>167,740</b>	<b>166,564</b>	<b>172,517</b>	<b>183,047</b>	<b>187,875</b>
Transportation & Communications	23,591	29,770	34,517	42,101	42,292	42,659	43,836	46,578	48,215
Wholesale & Retail Trade	36,209	40,810	49,141	58,018	57,149	57,628	60,274	64,727	65,815
Finance, Insurance & Real Estate	43,454	56,961	66,214	78,838	81,855	81,285	83,214	85,247	86,298
Community, Business & Personal Services	71,494	85,589	96,303	115,853	114,454	115,381	116,958	118,993	121,046
Government Services	25,913	28,279	30,955	33,251	33,674	34,089	33,815	33,358	32,813
<b>Services Producing Industries</b>	<b>200,661</b>	<b>241,409</b>	<b>277,130</b>	<b>328,061</b>	<b>329,424</b>	<b>331,042</b>	<b>338,097</b>	<b>348,903</b>	<b>354,186</b>
<b>TOTAL ECONOMY</b>	<b>324,852</b>	<b>383,749</b>	<b>438,113</b>	<b>502,691</b>	<b>497,164</b>	<b>497,606</b>	<b>510,614</b>	<b>531,950</b>	<b>542,061</b>

Notes: Includes both the business and non-business sectors; 1995 includes third quarter figures.

Sources: Statistics Canada, (Catalogue 11-010, *Canadian Economic Observer*, December 1995); NORACOM Consultants Inc., 1996

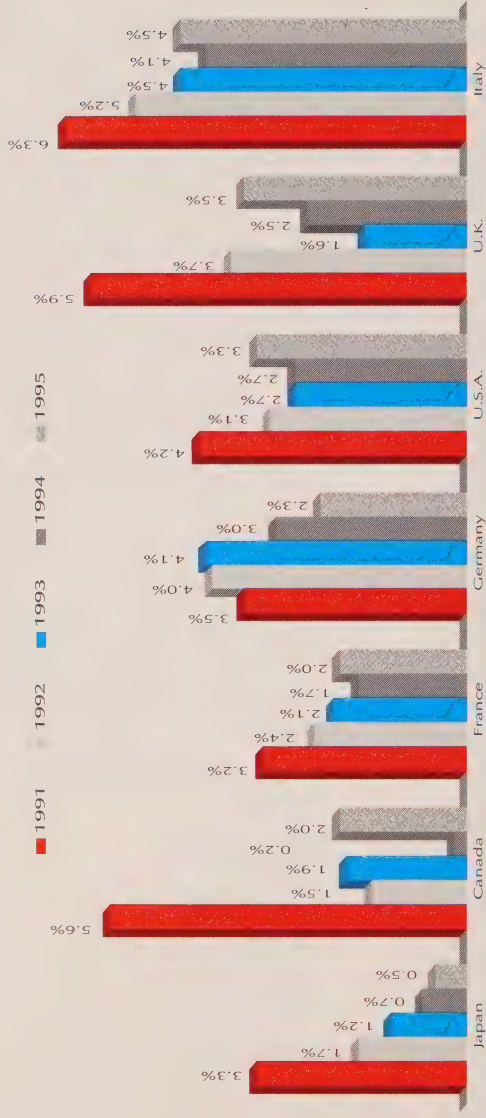
### 3.4 GROSS DOMESTIC PRODUCT BY INDUSTRY – AT FACTOR COST – IN 1986 PRICES (% OF TOTAL ECONOMY)

INDUSTRY	1975	1980	1985	1990	1991	1992	1993	1994	1995
Agriculture, Forestry & Fishing	3.6	3.2	3.0	3.1	3.0	2.8	2.9	2.9	2.8
Mining	5.3	4.5	4.3	4.0	4.0	4.1	4.2	4.3	4.4
Manufacturing	20.1	19.6	19.7	18.1	17.1	17.6	17.9	18.4	18.9
Construction	6.3	6.4	6.2	6.4	6.2	5.7	5.5	5.5	5.3
Other Utilities	3.0	3.4	3.6	3.2	3.3	3.3	3.3	3.3	3.3
<b>Goods Producing Industries</b>	<b>38.2</b>	<b>37.1</b>	<b>36.7</b>	<b>34.7</b>	<b>33.7</b>	<b>33.5</b>	<b>33.8</b>	<b>34.4</b>	<b>34.7</b>
Transportation & Communications	7.3	7.8	7.9	8.4	8.5	8.6	8.6	8.8	8.9
Wholesale & Retail Trade	11.1	10.6	11.2	11.5	11.5	11.6	11.8	12.2	12.1
Finance, Insurance, & Real Estate	13.4	14.8	15.1	15.7	16.5	16.3	16.3	16.0	15.9
Community, Business & Personal Services	22.0	22.3	22.0	23.0	23.0	23.2	22.9	22.4	22.3
Government Services	8.0	7.4	7.1	6.6	6.8	6.9	6.6	6.3	6.1
<b>Services Producing Industries</b>	<b>61.8</b>	<b>62.9</b>	<b>63.3</b>	<b>65.3</b>	<b>66.3</b>	<b>66.5</b>	<b>66.2</b>	<b>65.6</b>	<b>65.3</b>
<b>TOTAL ECONOMY</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Notes: Includes both the business and non-business sector; 1995 includes third quarter figures.

Sources: Statistics Canada, (Catalogue 11-010), *Canadian Economic Observer*, December 1995; NORACOM Consultants Inc., 1996

## 3.5 CONSUMER PRICE INFLATION RATES – G-7 COUNTRIES – 1991 TO 1995



Notes: 1994 is partly estimated; 1995 is forecasted.

Source: United Nations, World Economic and Social Survey, 1995

### 3.6 LEADING CANADIAN-OWNED\* CORPORATIONS — RANKED BY REVENUE

RANK	COMPANY	1994 SALES (\$ Millions)	ASSETS (\$ Millions)	EMPLOYEES
1.	BCE Inc.	21,670	38,092	116,000
2.	George Weston Ltd.	13,002	4,744	77,100
3.	Alcan Aluminium	11,222	14,003	37,500
4.	Ontario Hydro	8,732	44,085	22,000
5.	The Thompson Corp.	8,679	13,118	48,600
6.	Inasco Ltd.	8,134	53,482	65,800
7.	Hydro-Quebec	7,297	51,608	20,528
8.	Canadian Pacific Ltd.	7,053	16,912	36,200
9.	Power Corp. of Canada	6,904	31,526	10,300
10.	Noranda Inc.	6,633	11,836	31,000
11.	Proviso Inc.	6,176	1,026	14,300
12.	Brascan Ltd.	6,149	4,245	20
13.	The Oshawa Group Ltd.	6,070	1,314	17,479
14.	Bombardier Inc.	5,943	5,500	35,800
15.	Hudson's Bay Co.	5,829	4,017	56,500

\* Canadian-owned corporations defined as less than or equal to 50% foreign ownership.

Source: Financial Post 500, Summer 1995



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### 3.7

### LEADING FOREIGN-OWNED\* CORPORATIONS WITH CANADIAN OFFICES — RANKED BY REVENUE

RANK	COMPANY	1994 SALES (\$ Millions)	% FOREIGN OWNERSHIP	PARENT COUNTRY
1.	General Motors of Canada Ltd.	24,919	100	U.S.A.
2.	Ford Motor Co. of Canada Ltd.	20,101	96	U.S.A.
3.	Chrysler Canada Ltd.	15,722	100	U.S.A.
4.	IBM Canada Ltd.	8,449	100	U.S.A.
5.	Imperial Oil Ltd.	7,892	79	U.S.A.
6.	Shell Canada Ltd.	5,034	78	Netherlands
7.	Canada Safeway Ltd.	4,628	100	U.S.A.
8.	Amoco Canada Petroleum Co. Ltd.	4,270	100	U.S.A.
9.	Sears Canada Inc.	4,003	61	U.S.A.
10.	Total Petroleum (North America) Ltd.	2,989	88	France
11.	Mitsui & Co. (Canada) Ltd.	2,802	100	Japan
12.	Honda Canada Inc.	2,636	100	Japan/U.S.A.
13.	Cargill Ltd.	2,600	100	U.S.A.
14.	Anglo-Canadian Telephone Co.	2,550	100	U.S.A.
15.	Great Atlantic & Pacific Co. of Canada Ltd.	2,487	100	U.S.A.

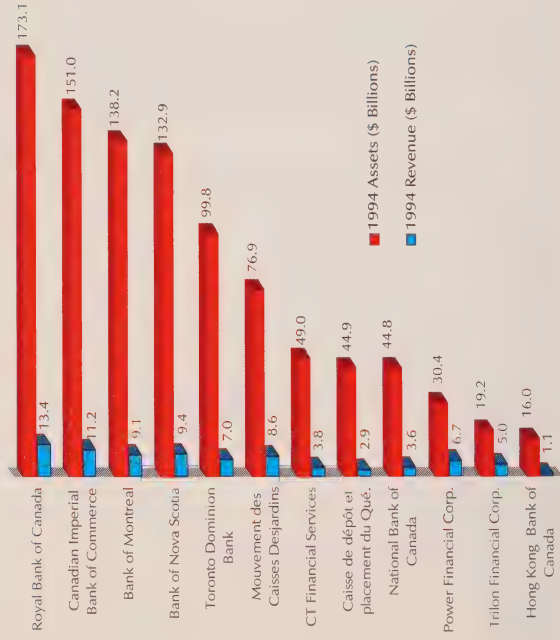
\* Foreign-owned corporations defined as having greater than 50% foreign ownership.

Source: Financial Post 500, Summer 1995

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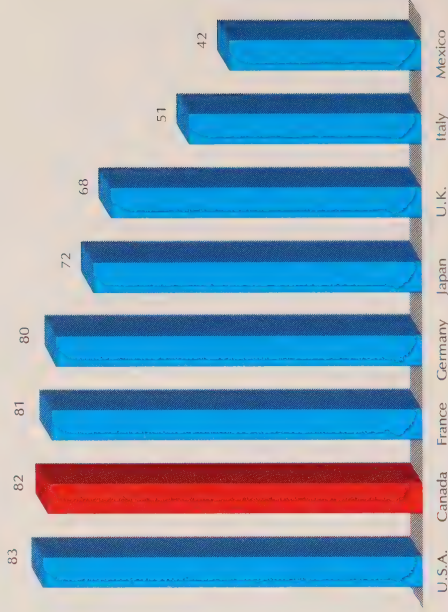


3.8 LEADING FINANCIAL INSTITUTIONS IN CANADA – RANKED BY ASSETS – 1994



Source: *Financial Post* 500, Summer 1995

3.9 COUNTRIES' CAPABILITY TO MEET BUSINESS REQUIREMENTS – G-7 COUNTRIES – 1995



\* Mexico added to G-7 member countries.

Note: Score (0=low, 100=high); measures the quality and availability of power supply, roads, railroads, air transport, port access and telecommunications.

Source: *The World Competitiveness Report* 1995

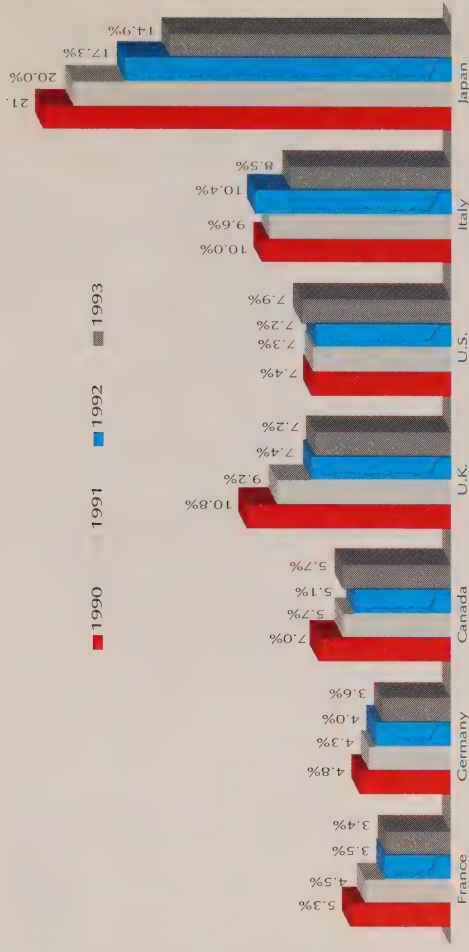
### 3.10 RATES OF RETURN ON CAPITAL – BUSINESS SECTOR – G-7 COUNTRIES

COUNTRY	1993	1994	1995*	1996*	1997*
United States	18.1	18.8	19.5	20.0	20.5
Canada	17.7	18.6	19.0	19.1	19.3
Italy	13.9	15.2	16.3	16.8	17.0
France	14.4	15.1	15.5	15.6	15.8
Germany	12.8	13.8	14.6	14.7	15.1
United Kingdom	11.1	12.2	12.6	12.8	13.0
Japan	13.6	13.2	12.3	12.4	12.5

\* 1995 figures are estimates; 1996-1997 are projections.

Source: OECD (Catalogue 58), Economic Outlook,  
December 1995

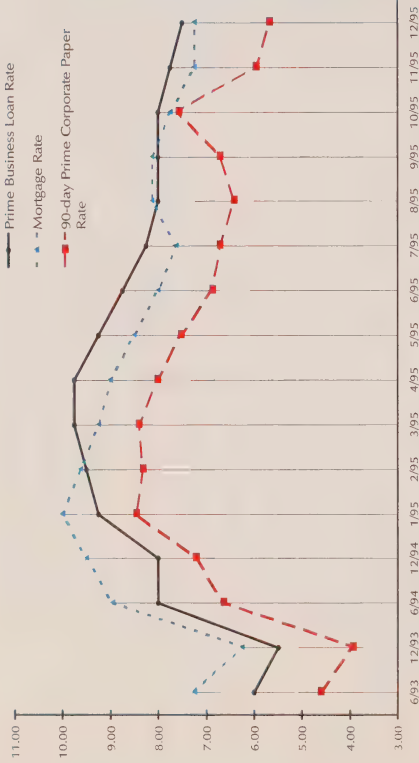
### 3.11 CORPORATE TAXES – G-7 COUNTRIES – 1990 TO 1993



Notes: The figures represent taxes on corporate income (1200) as a percentage of total taxation. Corporate income (1200) includes taxes on corporate income, benefits and capital gains.

Source: OECD, Revenue Statistics, 1995

### 3.12 PRIME BUSINESS LOAN, ONE-YEAR MORTGAGE AND 90-DAY PRIME CORPORATE RATES — 1993 TO 1995



Notes: Bi-yearly for 1993 and 1994; monthly for 1995.

Source: Bank of Canada, Data Report, January 1996

### 3.13 FEDERAL AND PROVINCIAL BUDGETS (\$ MILLIONS)

GOVERNMENT	1991-92	1992-93	1993-94	1994-95
<b>Federal</b>	<b>-34,357</b>	<b>-41,021</b>	<b>-42,012</b>	<b>-37,900</b>
Quebec	-4,202	-4,932	-4,894	-5,715
Ontario	-10,930	-12,928	-10,778	-9,596
Prince Edward Island	-50	-82	-71	-9
New Brunswick	-516	-455	-291	-48
Nova Scotia	-406	-617	-549	-290
Newfoundland	-276	-261	-205	-136
Manitoba	-334	-566	-431	-218
Saskatchewan	-842	-592	-272	119
Alberta	-2,629	-3,415	-1,384	110
British Columbia	-2,534	-1,693	-915	-370

Source: National Bank of Canada, *Economic and Financial Outlook*, November 1995

### 3.14 NOMINAL EXCHANGE RATES VIS-À-VIS THE CANADIAN DOLLAR – G-7 COUNTRIES\* (AVERAGE OF DAILY RATES)

COUNTRY	MONEY UNIT	1990	1994	1995	1996
Canada	Dollar	1.000	1.000	1.000	1.000
U.S.A.	Dollar	0.857	0.732	0.730	0.743
Japan	Yen	124.079	74.817	68.905	77.026
Germany	Deutschmark	1.385	1.188	1.045	1.057
France	Franc	4.667	4.064	3.640	3.643
Italy	Lira	1,026.564	1,181.820	1,189.051	1,186.617
U.K.	Pound	0.482	0.478	0.461	0.470
Mexico	Peso	2.434	2.481	4.646	5.435

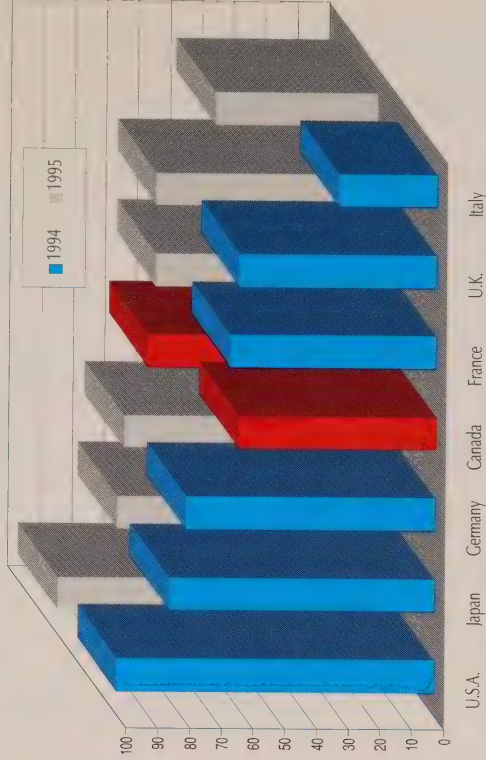
\* Mexico added to G-7 member countries.

Notes: 1995 estimated; 1996 and 1997 projected.

Sources: OECD, (Catalogue 58), Economic Outlook, December 1995; NORACOM Consultants Inc., 1996



### 3.15 G-7 SCORE BOARD – COMPETITIVENESS RANKING – G-7 COUNTRIES



Source: The World Competitiveness Report 1995

### 3.16 SHORT AND LONG-TERM INTEREST RATES – G-7 COUNTRIES\*\*\* – 1992 TO 1997

	TERM	1992	1993	1994	1995 *	1996 **	1997 **
Canada	Short	6.7	5.0	5.4	7.1	5.6	5.4
	Long	8.8	7.9	8.6	8.3	7.3	7.0
United States	Short	3.4	3.0	4.2	5.5	5.4	5.4
	Long	7.0	5.9	7.1	6.6	6.2	6.2
France	Short	10.3	8.6	5.8	6.6	5.1	4.6
	Long	9.0	7.0	7.5	7.6	6.9	6.8
Germany	Short	9.5	7.3	5.4	4.5	3.9	3.9
	Long	7.9	6.5	6.9	6.9	6.3	6.3
Italy	Short	14.4	10.7	8.5	10.3	9.7	9.4
	Long	13.7	11.3	10.6	11.8	10.8	10.4
Japan	Short	4.3	2.9	2.3	1.2	0.6	0.8
	Long	5.3	4.3	4.4	3.4	3.2	3.5
United Kingdom	Short	9.6	5.9	5.5	6.7	6.7	6.7
	Long	9.1	7.5	8.2	8.2	7.9	7.9
Mexico	Short	15.9	15.5	14.7	47.1	35.0	27.0
	Long	16.1	15.5	13.8	40.5	32.0	25.0

\* Estimate.

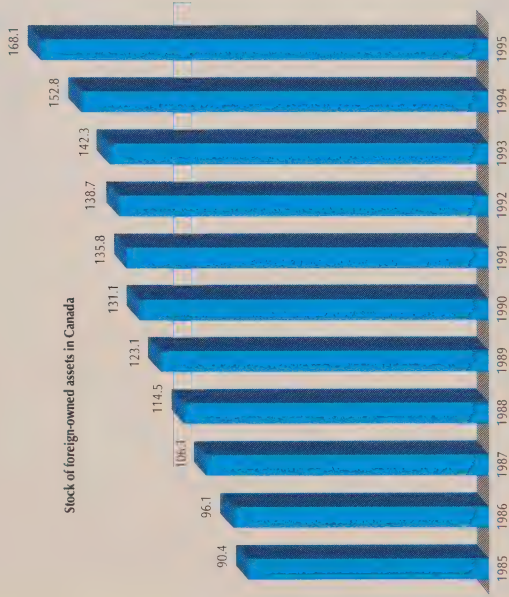
\*\* Projection.

\*\*\* Mexico added to G-7 member countries.

Notes: Short-term rates: U.S.: 3 mth treasury bills; Japan: 3-6 mth CD; Germany, France, U.K.: 3mth interbank rates; Italy: interbank deposits; Canada: 90-day finance company paper; Mexico: 3-mth treasury certificates.

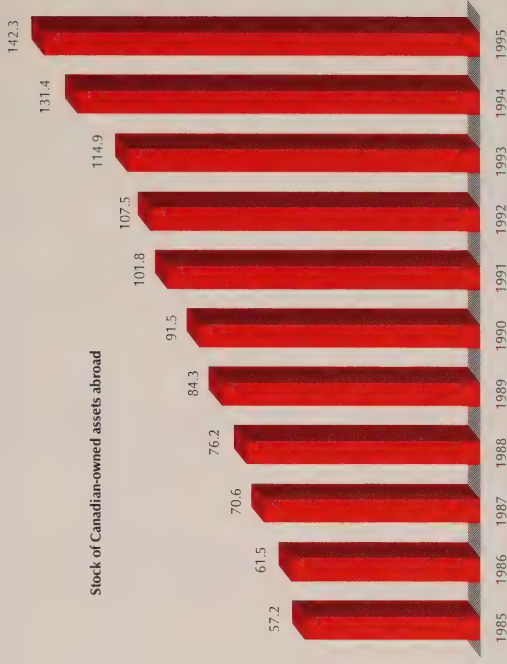
Long-term rates: U.S., Japan and U.K.: 10-yr government bonds; Germany: 8-15 yr public sector bonds; Italy: long-term government bonds, gross rate; Canada: 10-yr federal government bonds; Mexico: 1-yr treasury certificate.

#### 4.1 GROWTH OF FOREIGN DIRECT INVESTMENT INTO CANADA – 1985 TO 1995 (\$ BILLIONS)



Source: Statistics Canada, (Catalogue 67-202-XPB), Canada's International Investment Position 1995, 1996

#### 4.2 GROWTH OF CANADIAN DIRECT INVESTMENT ABROAD – 1985 TO 1995 (\$ BILLIONS)



Source: Statistics Canada, (Catalogue 67-202-XPB), Canada's International Investment Position 1995, 1996

## 4.3 GROSS LONG-TERM INFLOWS, OUTFLOWS AND NET FLOWS – FOREIGN DIRECT INVESTMENT INTO CANADA – BY INDUSTRY AND ALL COUNTRIES (\$ MILLIONS)

INDUSTRY	1988	1989	1990	1991	1992	1993	1994
<b>TOTAL GROSS LONG-TERM INFLOWS</b>	<b>9,268</b>	<b>13,174</b>	<b>12,950</b>	<b>11,904</b>	<b>14,320</b>	<b>11,500</b>	<b>13,755</b>
Wood and paper	867	2,836	393	1,043	1,976	1,337	1,048
Energy and metallic minerals	2,184	3,417	3,029	2,332	3,200	1,523	2,186
Machinery and transportation equipment	650	848	827	728	810	876	2,013
Finance and insurance	2,473	1,942	3,139	2,151	3,389	2,655	3,454
Services and retailing	581	1,223	1,240	1,570	1,198	1,632	2,359
Other industries	2,513	2,909	4,322	4,080	3,746	3,477	2,695
<b>TOTAL GROSS LONG-TERM OUTFLOWS</b>	<b>-4,818</b>	<b>-11,074</b>	<b>-4,100</b>	<b>-4,404</b>	<b>-6,720</b>	<b>-7,900</b>	<b>-8,355</b>
Wood and paper	-1,196	-1,673	-403	-194	-510	-1,729	-1,185
Energy and metallic minerals	-1,168	-5,999	-471	-710	-2,003	-1,429	-3,092
Machinery and transportation equipment	-379	-92	-208	-126	-348	-253	-882
Finance and insurance	-784	-987	-1,353	-1,495	-1,890	-2,155	-2,201
Services and retailing	-213	-379	-207	-703	-431	-454	-289
Other industries	-1,077	-1,944	-1,459	-1,176	-1,539	-1,880	-706
<b>TOTAL NET LONG-TERM FLOWS</b>	<b>4,450</b>	<b>2,100</b>	<b>8,850</b>	<b>7,500</b>	<b>7,600</b>	<b>3,600</b>	<b>5,400</b>
Wood and paper	-330	1,163	-10	849	1,466	-392	-137
Energy and metallic minerals	1,015	-2,582	2,558	1,621	1,197	94	-905
Machinery and transportation equipment	271	756	619	602	463	624	1,131
Finance and insurance	1,689	955	1,787	656	1,499	499	1,252
Services and retailing	368	843	1,033	867	768	1,178	2,070
Other industries	1,436	965	2,863	2,904	2,207	1,598	1,989

Note: On an international balance-of-payment basis.

#### 4.4 GROSS LONG-TERM INFLOWS, OUTFLOWS AND NET FLOWS – CANADIAN DIRECT INVESTMENT ABROAD – BY INDUSTRY AND ALL COUNTRIES (\$ MILLIONS)

INDUSTRY	1988	1989	1990	1991	1992	1993	1994
<b>TOTAL GROSS LONG-TERM INFLOWS</b>	<b>5,545</b>	<b>7,595</b>	<b>5,570</b>	<b>4,580</b>	<b>5,502</b>	<b>5,170</b>	<b>6,400</b>
Wood and paper	43	293	162	117	200	442	74
Energy and metallic minerals	919	2,487	1,375	1,364	1,378	1,672	833
Machinery and transportation equipment	195	222	54	100	294	294	155
Finance and insurance	1,552	1,094	973	1,519	1,722	678	1,347
Services and retailing	506	594	435	521	198	741	421
Other industries	2,329	2,904	2,572	960	1,710	1,344	3,570
<b>TOTAL GROSS LONG-TERM OUTFLOWS</b>	<b>-12,045</b>	<b>-13,045</b>	<b>-10,770</b>	<b>-10,680</b>	<b>-9,902</b>	<b>-13,170</b>	<b>-12,700</b>
Wood and paper	-265	-320	-585	-351	-287	-674	-812
Energy and metallic minerals	-1,920	-2,813	-2,296	-2,401	-2,754	-3,708	-3,835
Machinery and transportation equipment	-450	-445	-336	-377	-546	-733	-865
Finance and insurance	-2,753	-3,035	-2,595	-2,753	-2,443	-1,914	-1,994
Services and retailing	-658	-1,462	-1,543	-1,331	-904	-2,256	-1,216
Other industries	-5,999	-4,970	-3,416	-3,468	-2,968	-3,884	-3,978
<b>TOTAL NET LONG-TERM FLOWS</b>	<b>-6,500</b>	<b>-5,450</b>	<b>-5,200</b>	<b>-6,100</b>	<b>-4,400</b>	<b>-8,000</b>	<b>-6,300</b>
Wood and paper	-222	-26	-423	-234	-87	-232	-738
Energy and metallic minerals	-1,001	-326	-921	-1,037	-1,376	-2,037	-3,001
Machinery and transportation equipment	-255	-223	-282	-276	-252	-439	-710
Finance and insurance	-1,201	-1,941	-1,623	-1,235	-721	-1,237	-647
Services and retailing	-151	-868	-1,108	-810	-706	-1,515	-795
Other industries	-3,669	-2,066	-844	-2,508	-1,258	-2,540	-408

Note: On an international balance-of-payment basis.

Source: Statistics Canada, (Catalogue 67-001), Canada's Balance of International Payments, 1st quarter 1995



**INVESTMENT**

**CANADA BUSINESS FACTS 1996**

#### 4.5 CANADIAN DIRECT INVESTMENT ABROAD — BY INDUSTRY — 1995 (\$ MILLIONS)



Source: Statistics Canada (Catalogue 67-202-XPB), Canada's International Investment Position 1995, 1996

#### 4.6 FOREIGN DIRECT INVESTMENT IN CANADA — BY INDUSTRY — 1995 (\$ MILLIONS)



Source: Statistics Canada (Catalogue 67-202-XPB), Canada's International Investment Position 1995, 1996

#### 4.7 FOREIGN DIRECT INVESTMENT IN CANADA – BY COUNTRY OF OWNERSHIP – 1995 (\$ MILLIONS)

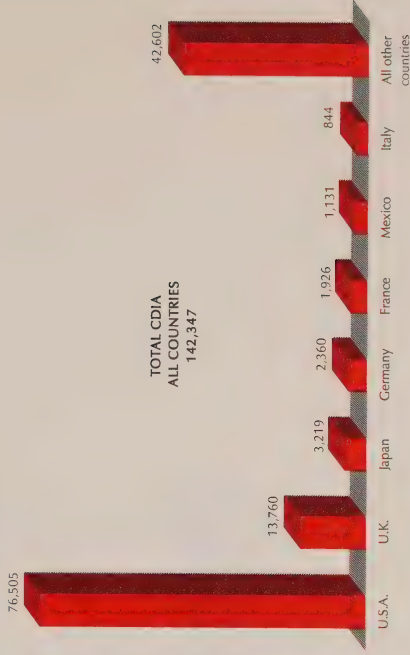


Note: On an international investment position basis.

Source: Statistics Canada (Catalogue 67-202-XPB), Canada's International Investment Position 1995, 1996

#### 4.8

#### CANADIAN DIRECT INVESTMENT ABROAD – BY COUNTRY OF INVESTMENT – 1995 (\$ MILLIONS)



Note: On an international investment position basis.

Source: Statistics Canada, (Catalogue 67-202-XPB), Canada's International Investment Position 1995, 1996



#### 4.9 FOREIGN DIRECT INVESTMENT – INFLOWS AND OUTFLOWS – BY COUNTRY AND ECONOMY – G-7 COUNTRIES (\$ MILLIONS)

COUNTRY	1989	1990	1991	1992	1993	1994*
Canada	5,941	9,164	3,148	5,395	6,425	8,240
United States	80,199	55,917	25,217	21,278	53,029	67,546
France	12,211	15,385	17,361	26,408	26,774	23,121
Germany	12,764	10,690	9,008	6,601	2,374	6,024
Italy	2,565	7,482	2,752	3,754	4,836	4,954
United Kingdom	35,969	38,565	18,361	18,171	18,650	13,969
Japan	1,248	2,046	1,568	3,298	111	1,213

COUNTRY	1989	1990	1991	1992	1993	1994*
Canada	5,427	5,523	6,479	4,461	7,491	6,527
United States	30,403	31,713	38,341	47,124	88,982	62,344
France	23,092	40,637	27,426	37,804	26,579	31,227
Germany	21,679	33,446	26,152	19,441	22,485	28,085
Italy	2,557	8,852	8,276	7,122	9,558	7,016
United Kingdom	41,657	21,741	18,341	231,149	33,201	34,337
Japan	52,250	56,044	35,212	20,821	17,691	24,503

\* Estimates.

\*\* Includes gross long-term inflows and outflows, net short-term flow and reinvested earnings.

Note: On an international balance-of-payment basis.

Sources: United Nations, *World Investment Report 1995*; NORACOM Consultants Inc., 1996

**4.10 FOREIGN DIRECT INVESTMENT – INWARD AND OUTWARD STOCK – BY COUNTRY AND ECONOMY – G-7 COUNTRIES (\$ MILLIONS)**

COUNTRY	1980	1985	1990	1993	1994*
Canada	63,317	88,321	131,934	136,685	144,258
United States	97,081	252,184	460,861	574,396	689,012
France	26,439	45,613	100,962	161,460	194,094
Germany	42,820	50,441	129,807	165,119	180,871
Italy	10,395	25,921	67,668	67,724	82,437
United Kingdom	73,663	87,462	254,655	253,886	292,640
Japan	3,823	6,475	11,495	**21,780	**24,277

COUNTRY	1980	1985	1990	1993	1994*
Canada	26,387	55,934	92,021	111,340	144,258
United States	257,388	342,912	507,901	721,998	833,343
France	27,593	50,647	128,517	207,104	250,533
Germany	50,415	81,836	176,895	238,712	280,861
Italy	8,556	22,267	65,471	95,192	114,009
United Kingdom	94,027	137,028	269,373	326,645	384,078
Japan	22,924	60,063	235,080	335,136	379,383

\* Estimates.

\*\* Estimated by adding flows to the stock of 1991.

\*\*\* Includes gross long-term inward and outward stocks, net short-term inter-company accounts and reinvested stock.

Note: On an international balance-of-payment basis.

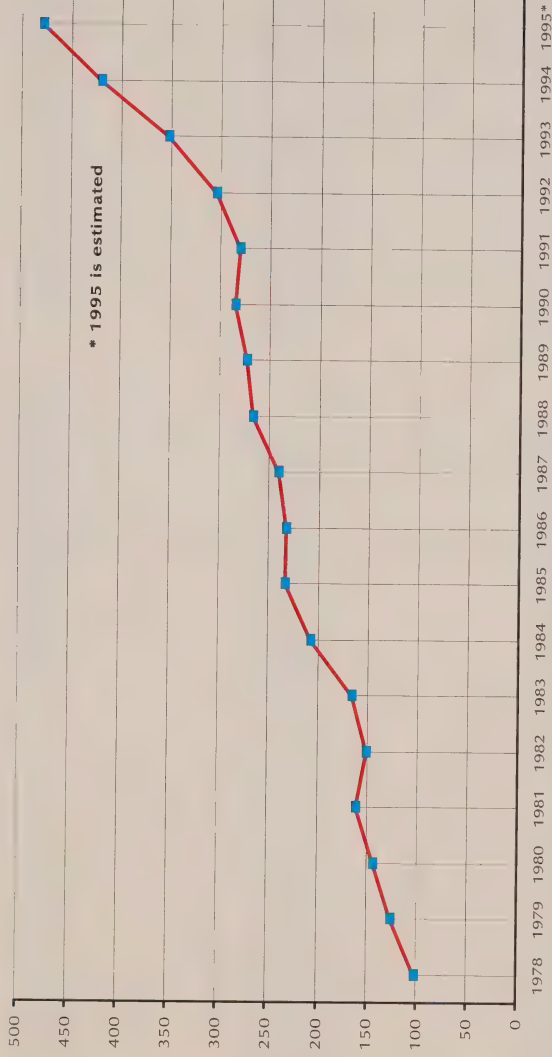
Source: United Nations, *World Investment Report*, 1995; NORACOM Consultants Inc., 1996

## 4.11 PROFILE OF CANADA'S 15 FASTEST GROWING COMPANIES — 1995

RANK	COMPANY	YEAR FOUNDED	INDUSTRY	LOCATION	REVENUE ('000\$)	GROWTH %	PROFIT ('000\$)	SOURCES OF FINANCING
					1989	1994	1989	1994
1.	Alex Informatics Inc.	1988	Parallel computer manufacturer	Quebec	161	20,686	30	3,700
2.	Hummingbird Communications Ltd.	1984	Connectivity software	Ontario	348	33,051	-141	11,430
3.	BioChem Pharma Inc.	1986	Pharmaceutical developer manufacturer	Quebec	1,247	106,000	25	15,000
4.	Arcturus Environmental Ltd.	1989	Environmental consulting	Ontario	122	8,038	5	145
5.	Viretek Holdings Inc.	1986	Laser-based vision systems manufacturer	Ontario	99	6,145	-57	620
6.	Philip Environmental Inc.	1980	Waste management	Ontario	10,090	570,313	3,173	27,038
7.	Marleau, Lemire Securities Inc.	1989	Investment services	Quebec	671	36,465	-118	4,253
8.	Sonic Frontiers Inc.	1988	High-end audio equipment manufacturer	Ontario	122	6,513	33	493
9.	FirstService Corp.	1988	Consumer services franchisor	Ontario	1,890	88,376	-49	2,353
10.	Merak Projects Ltd.	1980	Oil/gas industry software	Alberta	145	6,284	130	191
11.	Intela Tech Inc.	1988	Electronic sales/distribution	Ontario	327	13,725	23	157
12.	Les Systèmes Zenon Inc.	1989	Computer network services	Quebec	118	4,938	6	220
13.	Viceroy Resource Corp.	1984	Gold mining	B.C.	1,537	59,175	801	11,253
14.	NHC Communications Inc.	1987	Data communications systems manufacturer	Quebec	312	11,001	-660	-1,474
15.	Phoenix International Life Sciences Inc.	1988	Pharmaceutical research	Quebec	1,041	36,019	-439	6,365

Note: 1 = Owners, 2 = Friends and Relatives, 3 = Chartered Banks, 4 = Other Financial Institutions, 5 = Overseas Lenders/Investors, 6 = Venture Capital, 7 = Informal Investors, 8 = Government Programs, 9 = Public Stock Issues, 10 = Commercial Paper, 11 = Employees, 12 = Suppliers, 13 = Clients.

## 5.1 GROWTH OF CANADIAN MERCHANDISE TRADE (\$ BILLIONS)



Notes: Canadian trade is defined as merchandise exports plus imports; balance of payment basis; total exports include re-export.

Sources: Statistics Canada, (Catalogue 67-001), Canada's Balance of International Payments, 3rd Quarter 1995; International Monetary Fund, International Financial Statistics Yearbook, 1995



TRADE



## 5.2 PRINCIPAL CANADIAN EXPORTS - BY SELECTED TRADING PARTNER - 1995\*

RANK	EXPORTS TO THE UNITED STATES	VALUE \$ MILLIONS	SHARE %
1.	Vehicles o/t rail w/tramw roll-stock, pts and accessories	41,918	28.7
2.	Mineral fuels, oils and product of their distillation; etc.	15,846	10.9
3.	Machinery, boilers, engines, parts	13,441	9.2
4.	Paper and paperboard; art. of paper pulp, paper/paperboard	9,262	6.3
5.	Wood and articles of wood; wood charcoal	7,658	5.2
6.	Aluminum and articles thereof	4,274	2.9
7.	Plastics and articles thereof	4,050	2.8
8.	Pulp of wood/of other fibrous cellulosic material; waste etc.	3,416	2.3
9.	Furniture; bedding, mattress, mattress support, cushion etc.	2,599	1.8
10.	Iron and steel	2,417	1.7
11.	Other exports	41,135	28.2
<b>TOTAL EXPORTS</b>		<b>146,016</b>	<b>100.0</b>

RANK	EXPORTS TO THE EUROPEAN COMMUNITY	VALUE \$ MILLIONS	SHARE %
1.	Pulp of wood/of other fibrous cellulosic material; waste, etc.	2,326	21.5
2.	Machinery, boilers, mechanical appliances and engines	1,047	9.7
3.	Ores, slag and ash	832	7.7
4.	Aircraft, spacecraft and parts thereof	658	6.1
5.	Wood and articles of wood	624	5.8
6.	Paper and paperboard; paper pulp	556	5.1
7.	Electrical machinery parts	540	5.0
8.	Nickel and articles thereof	530	4.9
9.	Oil seed, oleagi fruits, grain and seed	381	3.5
10.	Copper and articles thereof	380	3.5
11.	Other exports	2,922	27.1
<b>TOTAL EXPORTS</b>		<b>10,797</b>	<b>100.0</b>

\* Figures are to September and include the first three quarters of 1995.

RANK	EXPORTS TO JAPAN	VALUE \$ MILLIONS	SHARE %
1.	Wood and articles of wood; wood charcoal	2,302	25.8
2.	Pulp of wood/ of other fibrous cellulosic material; waste etc.	1,219	13.6
3.	Mineral fuels, oils and product of their distillation; etc.	950	10.6
4.	Fish and crustacean, mollusc and other aquatic invertebrate	678	7.6
5.	Oil seed, oleagi fruits; miscellaneous grain, seed, fruit etc.	601	6.7
6.	Ores, slag and ash	568	6.4
7.	Aluminum and articles thereof	355	4.0
8.	Cereals	298	3.3
9.	Paper and paperboard, articles of paper pulp, paper/paperboard	265	3.0
10.	Meat and edible meat offal	220	2.5
11.	Other exports	1,476	16.5
<b>TOTAL EXPORTS</b>		<b>8,932</b>	<b>100.0</b>

RANK	EXPORTS TO MEXICO	VALUE \$ MILLIONS	SHARE %
1.	Machinery, boilers, mechanical appliances, engines, parts	173	22.3
2.	Vehicles o/t rail w/tramw roll-stock, pts and accessories	144	18.6
3.	Oil seed, oleagi fruits, miscellaneous grain, seed, fruit, etc.	120	15.5
4.	Cereals	68	8.8
5.	Pulp of wood/of other fibrous cellulosic material; waste etc.	47	6.1
6.	Mineral fuels, oils and product of their distillation; etc.	44	5.7
7.	Dairy products; birds' eggs; natural honey; edible products	37	4.8
8.	Salt; sulphur; earth & stone; plastering mat; lime	20	2.6
9.	Iron and steel	17	2.2
10.	Impregnated, coated, cover/laminated textile fabric etc.	17	2.2
11.	Other exports	88	11.4
<b>TOTAL EXPORTS</b>		<b>775</b>	<b>100.0</b>

Source: Statistics Canada, (Catalogue 65-003), Exports by Country, December 1995; NORACOM Consultants Inc., 1996

### 5.3 PRINCIPAL CANADIAN IMPORTS – BY SELECTED TRADING PARTNER – 1995\*

RANK	IMPORTS FROM THE UNITED STATES	VALUE \$ MILLIONS	SHARE %
1.	Vehicles o/t rail/tram, parts and accessories	26,250	23.2
2.	Machinery, boilers, engines, parts	21,741	19.2
3.	Electrical machinery parts	12,612	11.1
4.	Plastics and articles thereof	4,412	3.9
5.	Optical, photo, checking, precision, etc.	3,741	3.3
6.	Paper and paperboard, pulp	2,505	2.2
7.	Articles of iron and steel	2,346	2.1
8.	Special transaction - trade	1,984	1.8
9.	Printed books and newspapers	1,853	1.6
10.	Rubber and articles thereof	1,839	1.6
11.	Other imports	33,859	29.9
	<b>TOTAL IMPORTS</b>	<b>113,142</b>	<b>100.0</b>

RANK	IMPORTS FROM THE EUROPEAN COMMUNITY	VALUE \$ MILLIONS	SHARE %
1.	Machinery, boilers, mechanical appliances and engines	3,611	20.8
2.	Electrical machinery, equipment and parts thereof	1,683	9.7
3.	Mineral fuels, oils and product of their distillation	1,334	7.7
4.	Vehicles, parts and accessories	1,163	6.7
5.	Organic chemicals	851	4.9
6.	Iron and steel	738	4.3
7.	Aircraft, spacecraft and parts thereof	638	3.7
8.	Optical, photo, cine, meas, checking, precision, etc.	607	3.5
9.	Pharmaceutical products	482	2.8
10.	Beverages, spirits and vinegar	414	2.4
11.	Other imports	5,815	33.5
	<b>TOTAL IMPORTS</b>	<b>17,336</b>	<b>100.0</b>

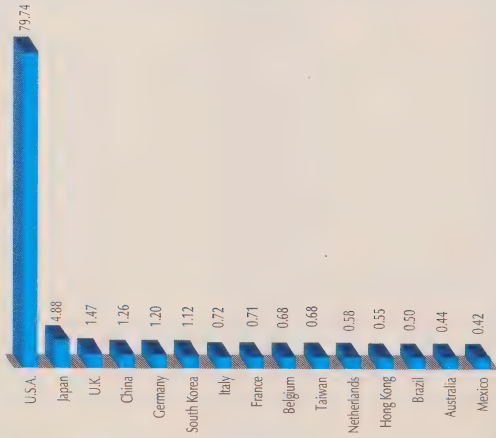
\* Figures are to September and include first three quarters of 1995.

RANK	IMPORTS FROM JAPAN	VALUE \$ MILLIONS	SHARE %
1.	Machinery, boilers, mechanical appliances, engines	2,974	31.3
2.	Electrical machinery equipment and parts thereof	2,241	23.6
3.	Vehicles o/t rail/tram, parts and accessories	2,165	22.8
4.	Optical, photo, checking, precision, etc.	647	6.8
5.	Rubber and articles thereof	194	2.0
6.	Articles of iron or steel	152	1.6
7.	Photographic or cinematographic goods	146	1.5
8.	Iron and steel	125	1.3
9.	Toys, games and sports requisites	75	0.8
10.	Tools, implements, cutlery, etc.	68	0.7
11.	Other imports	701	7.4
	<b>TOTAL IMPORTS</b>	<b>9,488</b>	<b>100.0</b>

RANK	IMPORTS FROM MEXICO	VALUE \$ MILLIONS	SHARE %
1.	Vehicles o/t rail/tram, parts and accessories	1,477	37.4
2.	Electrical machinery equipment and parts thereof	860	21.8
3.	Machinery, boilers, mechanical appliances, engines	549	13.9
4.	Furniture; bedding, mattress support, cushions, etc.	187	4.7
5.	Mineral fuels, oils and product of their distillation, etc.	109	2.8
6.	Edible vegetables and certain roots and tubers	82	2.1
7.	Edible fruit and nuts	67	1.7
8.	Organic chemicals	55	1.4
9.	Iron and steel	54	1.4
10.	Optical, photo, checking, precision, etc.	50	1.3
11.	Other imports	462	11.7
	<b>TOTAL IMPORTS</b>	<b>3,952</b>	<b>100.0</b>

Sources: Statistics Canada, (Catalogue 65-006), Imports by Country, December 1995; NORACOM Consultants Inc., 1996

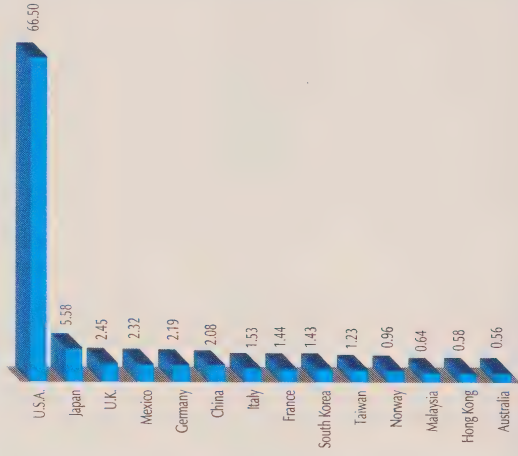
#### 5.4 CANADA'S MAJOR TRADING PARTNERS – 1995\* (% OF TOTAL EXPORTS)



\* Figures are to September and include first three quarters of 1995.

Sources: Statistics Canada, (Catalogue 65-003), Exports by Country, December 1995; NORACOM Consultants Inc., 1996

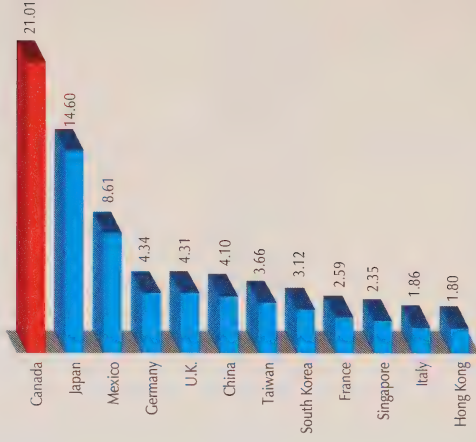
#### 5.5 CANADA'S MAJOR TRADING PARTNERS – 1995\* (% OF TOTAL IMPORTS)



\* Figures are to September and include first three quarters of 1995.

Sources: Statistics Canada, (Catalogue 65-006), Imports by Country, December 1995; NORACOM Consultants Inc., 1996

#### 5.6 U.S.A.'S MAJOR TRADING PARTNERS – 1994 (% OF TOTAL MERCHANDISE TRADE)



Notes: Merchandise exports + imports = Total trade; exports are f.a.s. (free along side value); imports are customs value.

Source: U.S. Dept. of Commerce, Survey of Current Business, June 1995

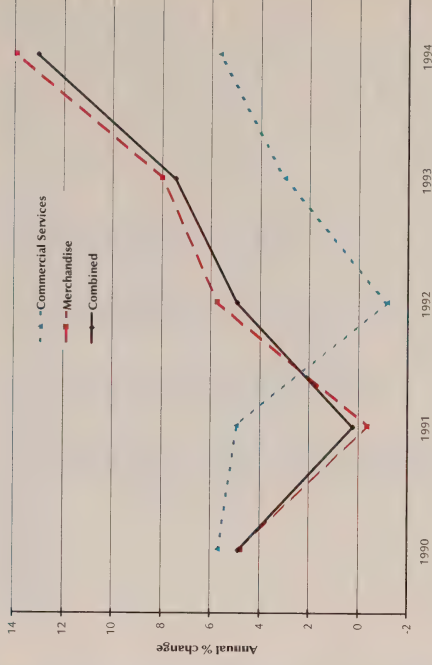
## 5.7 MERCHANDISE TRADE – CANADA AND NAFTA COUNTRIES – 1990 TO 1994

YEAR	U.S.A.		MEXICO		TOTAL	
	\$ Billions	%	\$ Billions	%	\$ Billions	%
<b>EXPORTS OUTSIDE CANADA</b>						
1990	111.1	99.5	0.6	0.5	111.7	100.0
1991	109.4	99.6	0.5	0.4	109.9	100.0
1992	125.9	99.3	0.8	0.7	126.7	100.0
1993	150.7	99.5	0.8	0.5	151.5	100.0
1994	185.1	99.4	1.1	0.6	186.2	100.0
<b>IMPORTS TO CANADA</b>						
1990	96.9	99.8	0.2	0.2	97.1	100.0
1991	97.5	99.3	0.7	0.7	98.2	100.0
1992	109.1	98.9	1.2	1.1	110.3	100.0
1993	129.3	98.4	2.1	1.6	131.3	100.0
1994	156.1	98.7	2.0	1.3	158.2	100.0
<b>TOTAL TRADE FOR CANADA UNDER NAFTA</b>						
1990	208.0	99.6	0.8	0.4	208.8	100.0
1991	207.0	99.5	1.1	0.6	208.1	100.0
1992	234.9	99.1	2.1	0.9	237.0	100.0
1993	279.9	99.0	2.8	1.0	282.8	100.0
1994	341.2	99.1	3.1	0.9	344.4	100.0

Sources: World Trade Organization, *International Trade, Trends and Statistics*, 1995; NORACOM Consultants Inc., 1996



## 5.8 CANADIAN EXPORT GROWTH – MERCHANDISE AND COMMERCIAL SERVICES – 1990 TO 1994



Sources: World Trade Organization, *International Trade, Trends and Statistics*, 1995; Noracom Consultants Inc., 1996

## 6.1 TOTAL INTRAMURAL R&amp;D EXPENDITURES -- BY INDUSTRY (\$ MILLIONS)

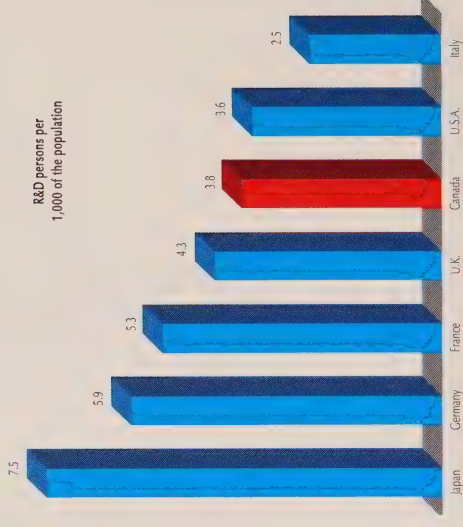
	1991	1992	1993	1994 *	1995 **
Agriculture, Fishing and Logging	44	41	45	47	48
Mining and Oil Wells	124	142	163	173	145
Manufacturing:	773	734	874	1,026	1,060
Telecommunications equipment	615	659	670	673	764
Aircraft and parts	330	345	337	359	381
Business machines	415	458	460	448	460
Other electronic equipment	261	300	366	392	405
Pharmaceutical and medicine	180	174	175	173	178
Other chemical products	163	113	106	96	93
Refined petroleum and coal products	164	164	163	141	138
Primary metals (non-ferrous)	80	88	90	91	91
Other transportation equipment	98	94	102	102	110
Paper and allied products	498	538	626	642	646
Other manufacturing	3,577	3,667	3,969	4,143	4,326
TOTAL MANUFACTURING	11	10	12	11	12
Construction	236	236	230	251	245
Utilities	214	253	301	362	387
Trade	242	349	425	434	453
Finance, Insurance and Real Estate	231	280	313	353	361
Services:	462	513	562	600	637
Computer and related services	38	56	54	60	61
Engineering and scientific services	262	296	298	307	325
Management consulting services	993	1,145	1,227	1,320	1,384
Other services	5,441	5,843	6,372	6,741	7,000
TOTAL SERVICES					
TOTAL ALL INDUSTRIES					

\* Estimates; \*\* intentions.

Notes: Other services include transportation and storage and communication services. Figures represent total research and development expenditures by industry on research and development performed.

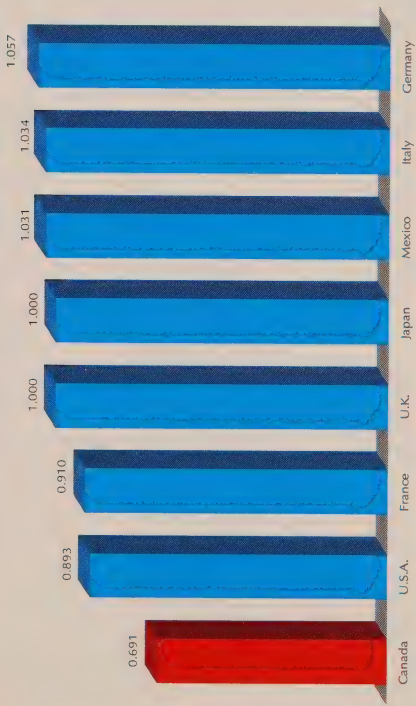
Source: Statistics Canada, (Catalogue 88-001), *Service Bulletin*, Science Statistics, 1995

## 6.2 TOTAL R&amp;D PERSONNEL -- NATIONWIDE -- G-7 COUNTRIES -- 1993



Sources: *The World Competitiveness Report 1995*; *Report on Business Magazine*, January 1996; NORACOM Consultants Inc., 1996

6.3 TAX BURDEN INDEX ON R&D INVESTMENT – 1994



Notes: Low = best; high = worst.

- 1) Canadian figures are based on Quebec tax regime; U.S. figures are based on California tax regime.
- 2) Figures represent the B index, or ratio of the after-tax cost of a \$1 expenditure on R&D divided by 1 less the corporate income tax rate [B-ATC/(1-t)]. Generally, the lower the B index, the greater the amount of R&D that a firm will undertake.

Source: Conference Board of Canada, Canadian R&D Tax Treatment, An International Comparison, 1994

6.4 SOURCE OF FUNDS FOR R&D – 1995

SOURCE OF FUNDS	1995*	
	\$ Millions	%
Foreign	1,305	11.02
Private Non-Profit Organizations	315	2.66
Higher Education	1,054	8.90
Business Enterprises	5,418	45.74
Provincial Government	720	6.08
Federal Government	3,032	25.60
TOTAL R&D EXPENDITURES	11,844	100.00

\*Estimates

Source: Statistics Canada, (Catalogue ST-95-01), Estimates of Canadian Research and Development Expenditures, November 1995



6.5 COMPUTERS PER CAPITA – G-7 COUNTRIES\* – 1994



\* Mexico added to G-7 member countries.

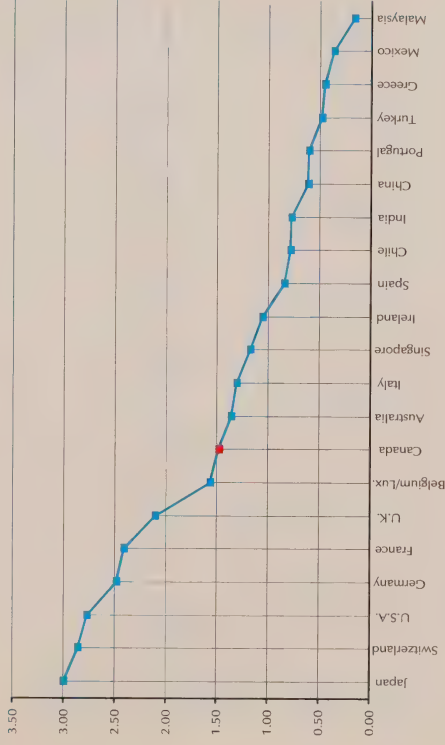
6.6 TELECOMMUNICATIONS INFRASTRUCTURE – G-7 COUNTRIES\* – 1994



\* Mexico added to G-7 member countries.

Note: 0 = does not meet business requirements; 100 = meets business requirements very well.

## 6.7 R&D EXPENDITURES AS A PERCENTAGE OF GDP – SELECTED COUNTRIES – 1993



Source: The World Competitiveness Report 1995

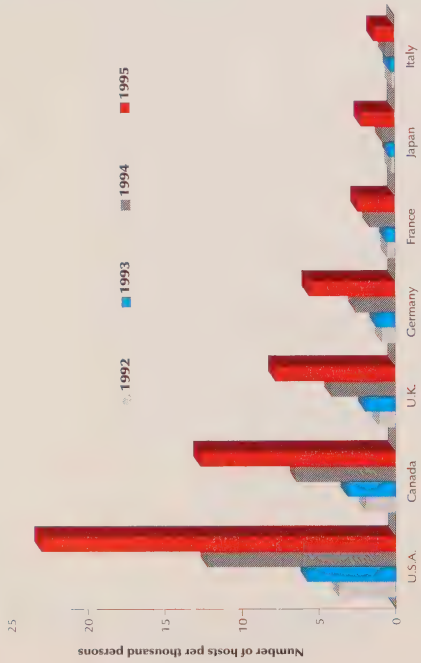
## 6.8 WORLD COMPETITIVENESS – TECHNOLOGY RANKING – G-7 COUNTRIES\* – 1995



\* Mexico added to G-7 member countries.

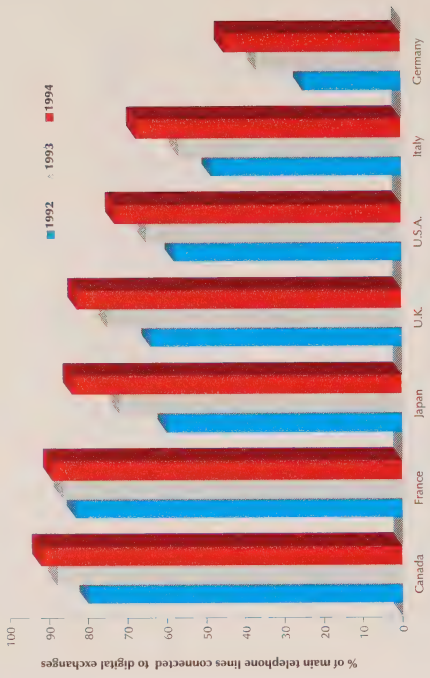
Source: The World Competitiveness Report 1995

6.9 GROWTH OF INTERNET HOSTS - G-7 COUNTRIES - 1992 TO 1995



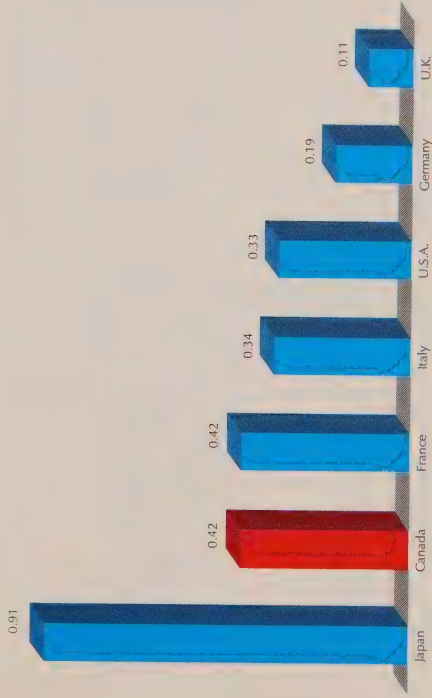
Sources: International Telecommunication Union, Geneva, Switzerland, 1996; United Nations Populations Fund, *The State of World Population* 1995; NORACOM Consultants Inc., 1996

6.10 GROWTH OF DIGITAL LINES - G-7 COUNTRIES - 1992 TO 1994



Sources: International Telecommunication Union, Geneva, Switzerland, 1996; NORACOM Consultants Inc., 1996

## 7.1 GOVERNMENT EXPENDITURES ON R&D – ENERGY SECTOR – G-7 COUNTRIES – 1994 (PER 1,000 UNITS OF GDP)



Note: R&D/GDP including nuclear research.

Source: OECD, Energy Policies of IEA Countries, 1994 Review, 1995

## 7.2 SELF-SUFFICIENCY IN OIL – G-7 COUNTRIES\* – 1994 (MILLION METRIC TONS)

COUNTRY	PRODUCTION**	CONSUMPTION	NET SURPLUS
Canada	107.8	78.4	29.4
United States	388.0	769.4	-381.4
Japan	0.9	263.4	-262.5
United Kingdom	126.6	82.1	44.5
France	3.5	86.3	-82.8
Mexico	156.0	87.8	68.2
Germany	3.9	137.0	-133.1
Italy	5.0	91.8	-86.8

\* Mexico added to G-7 member countries.

\*\* Includes crude oil and natural gas liquids.

Source: International Energy Agency, Oil and gas information 1994, August 1995

### 7.3 NATURAL GAS PRICES – FOR INDUSTRY – G-7 COUNTRIES\* – 1994 (\$/10<sup>3</sup> KCAL [GCVB])

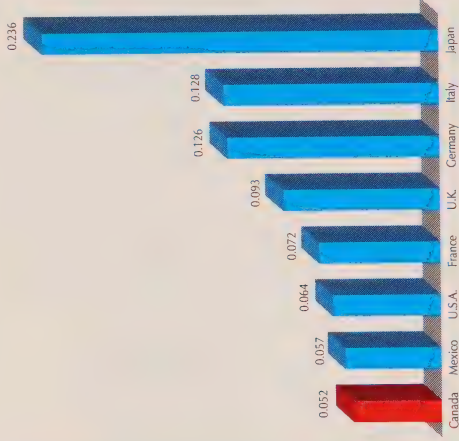


\* Mexico added to G-7 member countries.

Notes: Low = best, high = worst; KCAL = one calorie x 10<sup>3</sup>; GCVB = Gross Calorific Value Basis.

Source: International Energy Agency, *Energy Prices and Taxes*, 2<sup>nd</sup> quarter, 1995

### 7.4 ELECTRICITY PRICES – FOR INDUSTRY – G-7 COUNTRIES\* – 1994 (\$/kWH)

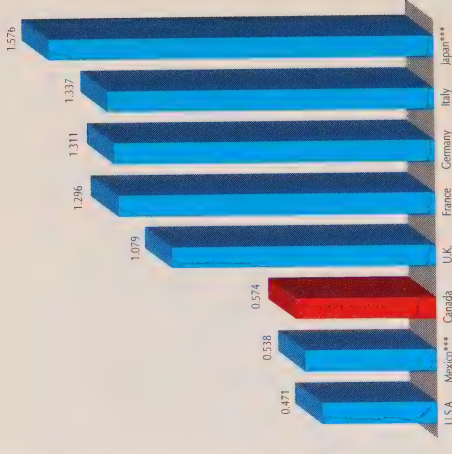


\* Mexico added to G-7 member countries.

Note: Low = best, high = worst; kWH = kilowatt hour.

Source: International Energy Agency, *Energy Prices and Taxes*, 2<sup>nd</sup> quarter, 1995

### 7.5 PREMIUM UNLEADED GASOLINE PRICES – G-7 COUNTRIES\* – 95 RON\* – 1994 (\$/LITRE)



\* Mexico added to G-7 member countries.

\*\* Research Octane Number = higher quality octane.

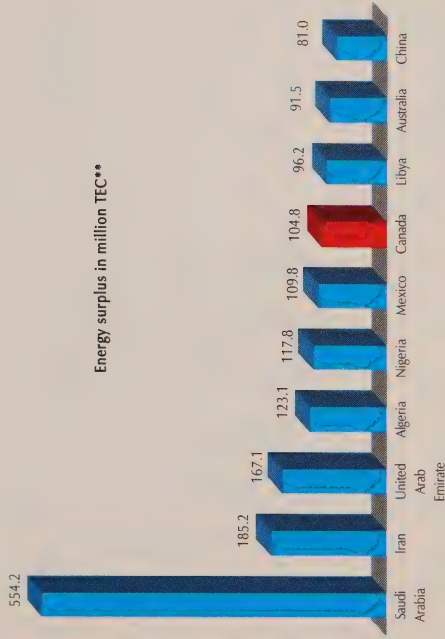
\*\*\* Denotes regular unleaded prices.

Note: Low = best; high = worst.

Source: International Energy Agency, *Energy Prices and Taxes*, 2<sup>nd</sup> quarter, 1995

## 7.6 TOP 10 COUNTRIES WITH THE GREATEST SELF-SUFFICIENCY IN ENERGY\*

### – INTERNATIONAL COMPARISON – 1995

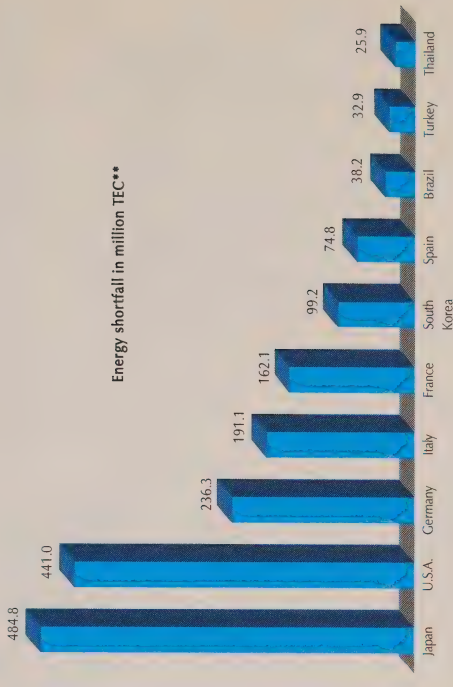


\* Energy includes all sectors directly related to energy.  
 \*\* TEC = Metric tons of coal equivalent.

Source: Annuaire économique et géopolitique mondial 1995

## 7.7 TOP 10 COUNTRIES WITH THE GREATEST DEPENDENCY ON ENERGY\*

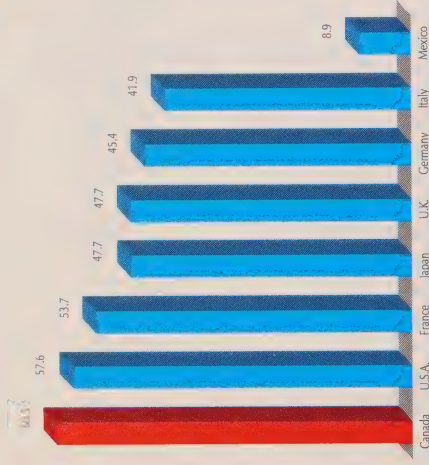
### – INTERNATIONAL COMPARISON – 1995



\* Energy includes all sectors directly related to energy.  
 \*\* TEC = Metric tons of coal equivalent.

Source: Annuaire économique et géopolitique mondial 1995

### 8.1 TELEPHONE ACCESS LINES PER 100 POPULATION — G-7 COUNTRIES\* — 1994



\* Mexico added to G-7 member countries.

Source: The World Competitiveness Report 1995

### 8.2 TRANSPORTATION INFRASTRUCTURE — G-7 COUNTRIES\* — 1995

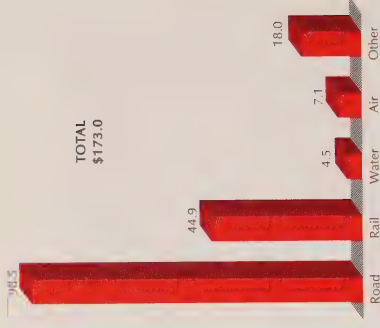
COUNTRY	SCORE	ROADS	RAILROADS	AIR TRANSPORT	PORT ACCESS
Germany	81.03	83	74	84	83
United States	79.85	83	68	87	81
Canada	78.40	81	71	80	81
France	77.73	81	80	82	69
Japan	69.80	55	80	67	77
United Kingdom	60.18	55	36	77	72
Italy	48.30	63	34	53	44
Mexico	36.82	36	12	59	41

\* Mexico added to G-7 member countries.

Notes: The score measures the extent to which transportation infrastructure is developed to meet the business requirements of a company competing internationally and measures adequacy of roads, railroad, air transport and port access. 0 = least adequate; 100 = most adequate.

Source: The World Competitiveness Report 1995

### 8.3 VALUE OF CANADIAN EXPORTS TO THE U.S.A. — BY TRANSPORTATION MODE — 1994 (\$ BILLIONS)



Source: Statistics Canada, (Catalogue 65-202), Exports  
— Merchandise Trade 1994, 1995

## 8.4 AIR DISTANCES BETWEEN SELECTED CITIES (IN KILOMETRES)

CITIES	Montreal	Ottawa	Toronto	Vancouver	Calgary	Halifax	Washington	New York	San Francisco	Mexico	Monterrey	London	Paris	Berlin	Rome	Tokyo
Montreal, Canada		165	502	3910	3007	794	787	533	4092	3728	3251	5240	5522	6018	6601	10409
Ottawa, Canada	165		351	3535	3078	956	733	541	3929	3603	3100	5379	5664	6147	6747	10342
Toronto, Canada	502	351		3389	2705	1264	566	553	3652	3262	2753	5729	6015	6494	7009	10367
Vancouver, Canada	3910	3535	3389		674	4429	3782	3915	1287	3937	3270	7585	7937	8013	9031	7533
Calgary, Canada	3007	3078	2705	674		3757	3153	3264	1637	3754	3055	7023	7390	7511	8481	7974
Halifax, Canada	794	956	1264	4429	3757		895	810	4876	4308	3897	5217	5502	5985	6585	10504
Washington, U.S.A.	787	733	566	3782	3153	895		329	3929	3033	2557	5915	6180	6729	7235	10925
New York, U.S.A.	533	541	553	3915	3264	810	329		4140	3362	3174	5586	5851	6403	6907	10870
San Francisco, U.S.A.	4092	3929	3652	1287	1637	4876	3929	4140		3038	2472	8640	8975	9129	10071	8284
Mexico City, Mexico	3728	3603	3262	3937	3754	4308	3033	3362	3038		713	8947	9213	9746	10260	11319
Monterrey, Mexico	3251	3100	2753	3270	3055	3897	2557	3174	2472	713		8454	8748	9218	9818	10731
London, U.K.	5240	5379	5729	7585	7023	5217	5915	5586	8640	8947	8454		341	934	1434	9585
Paris, France	5522	5664	6015	7937	7390	5502	6180	5851	8975	9213	8748	341		880	1108	9738
Berlin, Germany	6018	6147	6494	8013	7511	5985	6729	6403	9129	9746	9218	934	880		1182	8942
Rome, Italy	6601	6747	7009	9031	8481	6585	7235	6907	10071	10260	9818	1434	1108	1182		9881
Tokyo, Japan	10409	10342	10367	7533	7974	10504	10925	10870	8284	11319	10731	9585	9738	8942	9881	

Source: NORACOM Consultants Inc., 1996

## 8.5 LARGEST CANADIAN PORTS – BY CARGO LOADED AND UNLOADED (IN THOUSANDS OF TONNES)

PORTS	1991	1992	1993	1994
1. Vancouver	68,438	61,315	58,878	64,644
2. Sept-Îles/Pointe-Noire	21,418	19,195	21,019	22,584
3. Port-Carrier	22,923	21,313	19,270	21,655
4. Saint John	17,202	15,598	19,266	20,945
5. Montreal/Contrecoeur	16,205	16,577	15,807	19,595
6. Quebec/Levis	18,211	15,660	13,178	16,004
7. Halifax	14,239	13,775	14,178	14,384
8. Thunder Bay	16,582	12,743	11,279	13,666
9. Prince Rupert	12,956	12,649	11,328	13,470
10. Hamilton	10,712	12,626	12,394	12,475

Source: Statistics Canada, (Catalogue 54-205), Shipping in Canada, November 1995

## 9.1 HEALTH AND MEDICAL INDEX – RANKING OF G-7 COUNTRIES\* – 1995

RANK	COUNTRY	SCORE**
1.	Japan	31
2.	<b>Canada</b>	<b>32</b>
3.	France	35
4.	United States	39
5.	Germany	40
6.	Italy	41
7.	United Kingdom	58
8.	Mexico	63

\* Mexico added to G-7 member countries.

\*\* Low = best; high = worst.

Note: Ranking takes into account 19 factors based on medical and health factors.

Sources: The World Competitiveness Report 1995; The World Health Report 1995; NORACOM Consultants, 1996

## 9.2 HEALTH SPENDING AS A % OF GDP – INTERNATIONAL COMPARISON – 1993

COUNTRY	% OF GDP	\$ PER CAPITA	\$ PER WORKER
U.S.A.	14.10	4,420	8,895
<b>Canada</b>	<b>10.20</b>	<b>2,500</b>	<b>4,901</b>
France	9.80	2,744	6,280
Netherlands	8.70	2,268	5,475
Germany	8.60	2,611	5,488
Sweden	8.60	2,358	4,529
Italy	8.50	1,905	4,812
Australia	8.50	1,750	3,571
Japan	7.30	3,183	5,998
U.K.	7.10	1,491	3,047
Mexico*	4.90	232	1,470

\* 1992 Data

Note: Total health expenditures are expressed as a per cent of GDP.

Sources: OECD, Health Data 1995; OECD, Health Systems, Facts and Trends 1993; OECD, (Catalogue 58), Economic Outlook, December 1995; OECD, National Accounts 1995

### 9.3 THE HUMAN DEVELOPMENT INDEX – 1995

RANK	COUNTRY	HUMAN DEVELOPMENT INDEX*
------	---------	--------------------------

1.	<b>Canada</b>	<b>0.950</b>
2.	Japan	0.937
3.	United States	0.937
4.	Netherlands	0.936
5.	Finland	0.934
6.	Iceland	0.933
7.	Norway	0.932
8.	France	0.930
9.	Spain	0.930
10.	Sweden	0.929
11.	Australia	0.926
12.	Belgium-Luxembourg	0.926
13.	Switzerland	0.925
14.	Austria	0.925
15.	Germany	0.921
16.	Denmark	0.920
17.	New Zealand	0.919
18.	United Kingdom	0.916
19.	Ireland	0.915
20.	Italy	0.912

\* HDI measures a country's life expectancy, educational attainment and adjusted real income. 1 = best; 0 = worst.

Source: United Nations, Human Development Report 1995

### 9.4 HIGHEST QUALITY OF LIFE INDEX – G-7 COUNTRIES\* – 1995

RANK	COUNTRY	SCORE**
------	---------	---------

1.	<b>Canada</b>	<b>8.36</b>
2.	Germany	8.19
3.	France	8.00
4.	United States	7.90
5.	Italy	7.03
6.	United Kingdom	6.03
7.	Japan	5.08
8.	Mexico	3.62

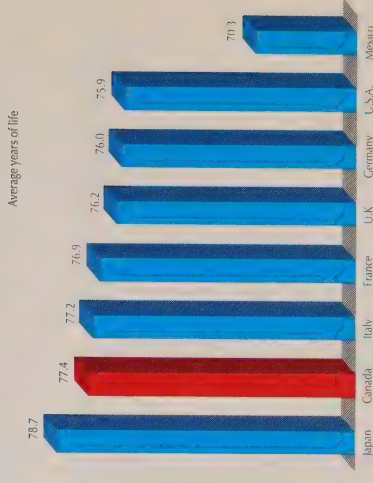
\* Mexico added to G-7 member countries.

\*\* High = best; low = worst.

Note: The highest quality of life indicator is based on a composite of many factors including political and social environment, security, culture, health, education, public services, recreation, consumer goods, housing and natural environment.

Source: The World Competitiveness Report 1995

### 9.5 LIFE EXPECTANCY AT BIRTH – G-7 COUNTRIES\* – 1995

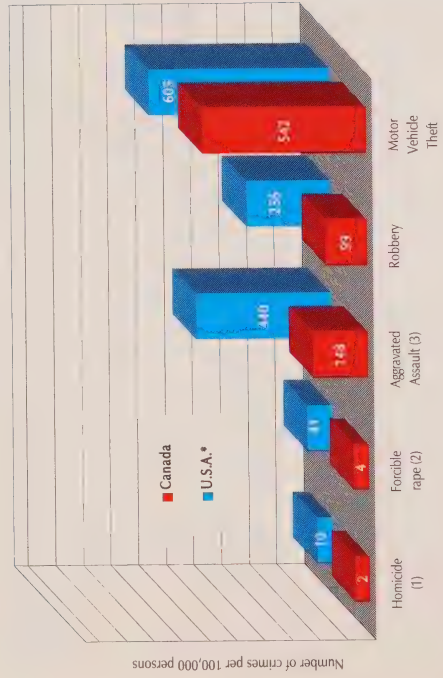


\* Mexico added to G-7 member countries.

Note: Average estimates for 1990 to 1995.

Source: The World Competitiveness Report 1995

9.6 CRIME RATES – CANADA AND U.S.A. – 1994

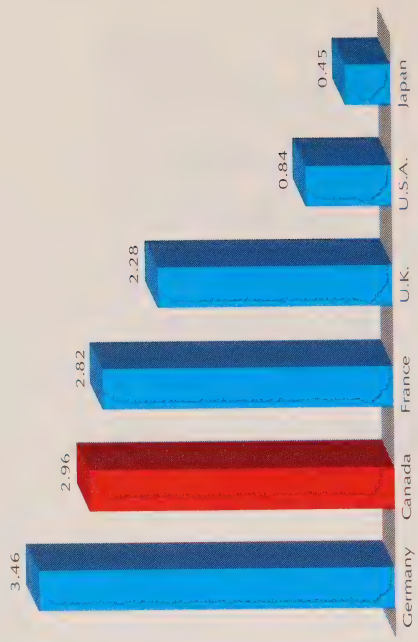


\* U.S.A. figures are for 1993.  
Notes: 0 = best; 100 = worst.

- (1) Defined as 1st and 2nd degree murder, manslaughter and infanticide.
- (2) Defined as aggravated sexual assault and sexual assault with a weapon
- (3) Defined as assault with weapon or causing bodily harm, aggravated assault level 3 and unlawfully causing bodily harm.

Sources: Statistics Canada; Canadian Centre for Justice Statistics, 1996; U.S. Dept. of Justice, *Crime in the U.S.* 1994; FBI, *Uniform Crime Reports*, 1995

9.7 PUBLIC EXPENDITURES AS A % OF GDP – LABOUR MARKET TRAINING – COUNTRIES\* – 1992



Note: Figures for Italy not available.

Sources: OECD, *Employment Outlook* 1993; International Labour Office, *World Labour Report* 1995

## 10.1 HIGHER EDUCATION ENROLLMENT – G-7 COUNTRIES\*



\* Mexico added to G-7 member countries.

Note: Based on the 20 to 24 year-old population enrolled in higher education in 1991.

Source: The World Competitiveness Report 1995



EDUCATION

## 10.2 EDUCATION OF WORKERS IN CANADA – AS A % OF TOTAL WORKERS – 1980 vs 1995

WORKERS' EDUCATIONAL LEVEL	1980	1995	CHANGE
0-8 Years	15.4	5.1	-10.3
High School	53.3	37.4	-15.9
Some Post-Secondary	8.5	9.3	0.8
Post-Secondary Diploma/Certificate	11.6	30.6	19.0
University Degree	11.2	17.6	6.4

Source: Statistics Canada, (Catalogue 71-001), The Labour Force, November 1995

## 10.3 PERCENTAGE OF TOTAL GRADUATES — BY FIELD OF STUDY — G-7 COUNTRIES

RANK	COUNTRY	TOTAL GRADUATES	ALL COUNTRIES	EDUCATION, HUMANITIES & ARTS	LAW, SOCIAL SCIENCE, BUSINESS ADMINISTRATION	MASS COMMUNICATIONS & TRADES	MATHS, COMPUTER SCIENCE, MEDICAL & HEALTH	ENGINEERING, ARCHITECTURE & COMMERCE	TRANSPORT & AGRICULTURE	OTHER FIELDS OF STUDY
1.	U.S. (c)	44.9	12.9	14.8	2.2	7.1	3.9	1.5	2.5	
2.	Japan (b)	15.5	4.7	4.0	1.4	1.2	2.7	0.4	0.7	
3.	Canada (b)	13.7	1.5	4.0	0.3	1.1	1.9	0.3	6.4	
4.	France (b)	10.8	3.0	2.1	0.0	2.6	0.4	0.0	2.2	
5.	Germany (d)	8.6	1.1	2.6	0.2	2.1	2.2	0.4	0.9	
6.	U.K. (c)	4.1	0.9	1.6	0.1	1.3	0.2	0.0	0.5	
7.	Italy (a)	2.4	0.5 <sup>a</sup>	1.1	0.0	0.8	0.3	0.1	0.0	
TOTAL		100.0	24.6	0.8	4.2	16.2	11.6	2.7	13.2	

Notes: 0.0 = less than 1/10th of 1%. Ranked according to the total number of graduates.

a) 1992, b) 1991, c) 1990, d) 1987.

# 11.1 DISTRIBUTION OF EMPLOYMENT – BY INDUSTRY (% OF TOTAL EMPLOYMENT)

INDUSTRY	1970	1980	1990	1994	1995 *
Agriculture	6.3	4.4	3.3	3.3	3.2
Forestry, Fishing, Mining, Oil	2.8	2.8	2.3	2.1	2.2
Manufacturing	22.7	19.7	15.9	14.7	15.3
Construction	6.0	5.8	6.3	5.7	5.4
Transportation and Communications	7.7	7.3	6.5	6.3	6.6
Public Utilities	1.2	1.2	1.1	1.1	1.0
Trade, Retail & Wholesale	16.7	17.2	17.9	17.4	17.1
Finance, Insurance & Real Estate	4.7	5.7	6.0	5.9	6.0
Community, Business & Personal Services	25.7	29.0	34.1	37.1	37.2
Public Administration	6.2	6.9	6.6	6.6	6.0
<b>TOTAL EMPLOYMENT</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

\* Figures as of November 1995.

Note: Seasonally adjusted.

Sources: Statistics Canada, (Catalogue 71-001), The Labour Force, November 1995; NORACOM Consultants Inc., 1996

# 11.2 GROWTH BY OCCUPATION – TOTAL LABOUR FORCE – 1995

OCCUPATION	1989 000's	1995 000's	1989-1995* GROWTH %
Social Sciences	241	310	28.6
Artistic, Literary and Recreational	267	323	21.0
Teaching	573	693	20.9
Managerial, Administrative and Related Fields	1,684	1,981	17.7
Medicine and Health	671	772	15.1
Natural Sciences, Engineering & Mathematics	502	568	13.1
Sales	1,303	1,461	12.1
Forestry and Logging	77	85	10.4
Service	1,916	2,067	7.9
Materials Handling	334	359	7.5
Transport Equipment Operating	535	561	4.9
Other Crafts	172	171	-0.6
Product Fabrication, Assembly and Repair	1,188	1,163	-2.1
Religion	34	33	-2.9
Farming, Horticultural & Animal Husbandry	482	452	-6.2
Mining and Quarrying	72	67	-6.9
Construction Trades	900	818	-9.1
Machining	259	233	-10.0
Clerical	2,347	2,110	-10.1
Processing	475	391	-17.7
Fishing, Hunting, Trapping	45	34	-24.4
Unclassified	74	142	91.9
<b>TOTAL – ALL OCCUPATIONS</b>	<b>14,151</b>	<b>14,794</b>	<b>4.5</b>

\* Average annual compound growth rates.

Sources: Statistics Canada, (Catalogue 71-001), The Labour Force, November 1995 ; (Catalogue 71-529), Labour Force Annual Averages 1984-1995; NORACOM Consultants Inc., 1996

### 11.3 EMPLOYEE BENEFIT COSTS – CANADA AND THE UNITED STATES – 1994 (AS A % OF GROSS ANNUAL PAYROLL)

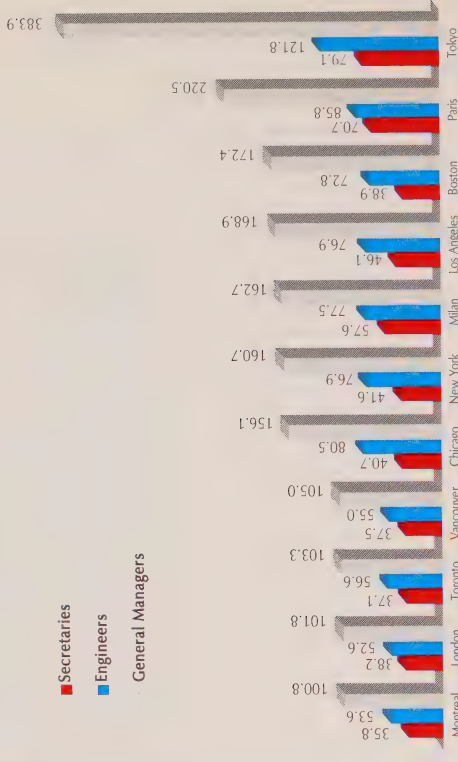
EMPLOYEE BENEFITS	PRIVATE SECTOR		PUBLIC SECTOR	
	CANADA	U.S.A.	CANADA	U.S.A.
Payments for time not worked	10.1	8.4	18.0	9.9
Statutory benefits*	11.2	12.1	11.2	7.6
Employer sponsored benefits**	12.3	13.2	17.6	20.8
Profit sharing and stock bonuses	1.8	3.6	1.6	1.2
<b>TOTAL</b>	<b>35.4</b>	<b>37.3</b>	<b>48.4</b>	<b>39.5</b>

\* Legally required.

\*\* Includes pension plan contributions and premiums, life insurance and death benefits, hospital, surgical, medical, dental, disability, sickness and accident insurance, disability wage continuation, sick leave pay, paid rest periods, travel time, clothes change time, meals, education and child care.

Sources: U.S. Bureau of Labor Statistics, Division of Employment Cost Trends, 1994; KPMG, Employee Benefit Costs in Canada, 1994; NORACOM Consultants Inc., 1996

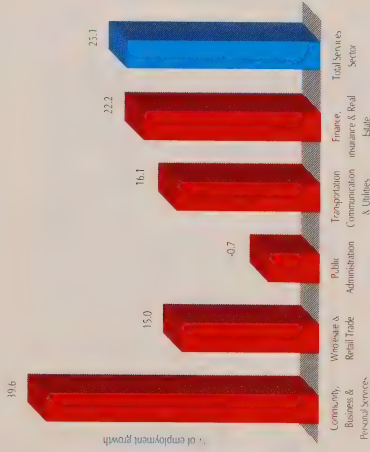
### 11.4 ADMINISTRATIVE AND PROFESSIONAL LABOUR COSTS – MAJOR WORLD CITIES – 1995



Note: Salaries are averages in thousands of dollars and include basic salary plus fringe benefits.

Sources: Multi-Services Professionnels (M.S.P.) Inc., Montreal, January 1996; Montreal Urban Community, 1996

## 11.5 EMPLOYMENT GROWTH – BY SERVICE SECTOR CATEGORY – 1984 TO 1995\*



\* Estimates.

Sources: Statistics Canada, (Catalogue 71-001), *The Labour Force*, November 1995; NORACOM Consultants Inc., 1996

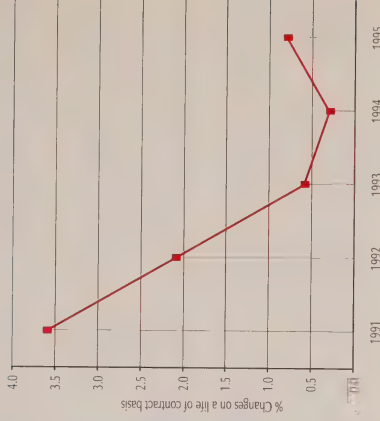
## 11.6 UNIT LABOUR COST – MANUFACTURING SECTOR– G-7 COUNTRIES – GROWTH FROM 1990 TO 1994



Note: Low = best; high = worst.

Source: Canadian Manufacturers' Association Bulletin, December 1995

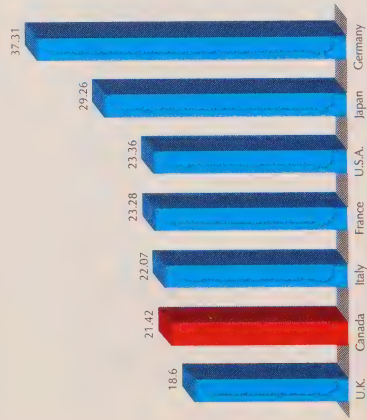
## 11.7 BASE WAGE RATE\* INCREASE – ALL INDUSTRIES – 1991 TO 1995



\* The base wage rate is the lowest wage rate covered by a contract.

Source: Human Resources Development Canada, Workplace Information Directorate, February 1996

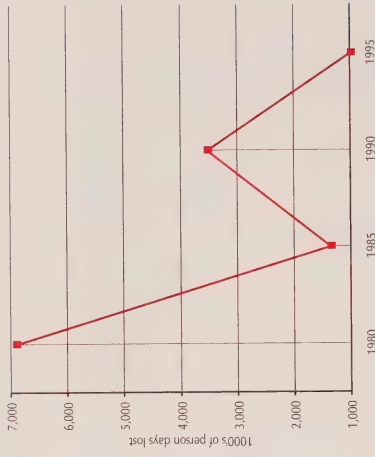
# 11.8 HOURLY COMPENSATION COSTS - PRODUCTION WORKERS - G-7 COUNTRIES - 1994



Note: Hourly compensation includes wages, premiums, bonuses, vacations, holidays and other leave, insurance and benefit plans.

Sources: U.S. Bureau of Labor Statistics, 1994; NORACOM Consultants Inc., 1996

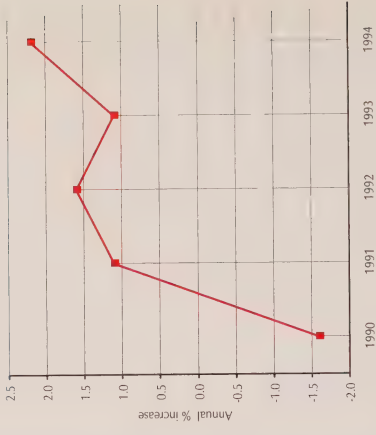
# 11.9 MAJOR WORK STOPPAGES - 1980 TO 1995



Notes: Work stoppages include all strikes and lock-outs, legal or illegal, lasting half a day or more and amounting to 10 person-days lost. Time lost by workers indirectly affected is not included.

Source: Human Resources Development Canada, Workplace Information Directorate, Wage Settlement Bulletin, February 1996

# 11.10 LABOUR PRODUCTIVITY IN CANADA - 1990 TO 1994



Source: Statistics Canada, Input-Output Division, December 1995

SUMMARY										
	Nfld	PET	NS	NB	QUE	ONT	MAN	SASK	ALTA	INC
Population (July 1, 1995 PP* Thousands)	575.6	136.2	938.2	760.3	7,329.9	11,103.3	1,138.0	1,016.2	2,748.3	3,764.2
Consumer Price Index (November 1995, 1986 = 100)	127.9	132.8	130.5	129.3	131.5	135.1	136.3	136.4	133.8	137.9
GDP at Market Price (1994 \$ Millions)	9,729.0	2,427.0	18,423.0	15,006.0	167,091.0	302,062.0	25,093.0	23,185.0	82,218.0	99,900.0
Public and Private Investment (Intentions 1995, \$ Millions)	2,896.1	482.8	2,764.7	25,779.0	27,365.6	49,315.6	4,064.3	4,241.1	18,861.8	21,843.7
Employment (1994 Estimates, Thousands)	263.3	73.1	525.8	414.3	4,442.0	7,151.5	712.5	560.5	1,844.9	2,392.8
Full-Time Post-Secondary Enrollment (1993-1994)	18,180.0	4,230.0	33,090.0	24,110.0	315,860.0	345,640.0	25,430.0	27,160.0	78,680.0	77,030.0
Value of Exports (January to October 1995, \$ Millions)	1,404.0	256.1	2,405.7	4,369.7	37,684.2	102,562.6	4,454.2	7,174.1	22,093.7	22,380.3
Value of Imports (January to October 1995, \$ Millions)	1,517.9	32.8	3,503.2	2,909.2	30,689.6	120,552.6	5,094.4	2,719.0	5,894.5	16,741.6

\* PP = Preliminary postcensal estimates.

Sources: Statistics Canada (Catalogues 91-002, 11-010, 13-213, 61-205, 81-001, 65-001); NORACOM Consultants Inc., 1996

## 13.1 BUSINESS ASSOCIATIONS

### The Canadian Chamber of Commerce

1160 - 55 Metcalfe Street  
Ottawa, Ontario K1P 6N4  
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Fax: (613) 238-7643

### The Canadian Manufacturer's Association

75 International Boulevard, 4<sup>th</sup> floor  
Etobicoke, Ontario M9W 6L9  
Tel.: (416) 798-8000  
Fax: (416) 798-8050

### Canadian Federation of Independent Business

4141 Yonge Street  
Willowdale, Ontario M2P 2A6  
Tel.: (416) 222-8022  
Fax: (416) 222-4337

### Canadian Exporters' Association

250 - 99 Bank Street  
Ottawa, Ontario K1P 6B9  
Tel.: (613) 238-8888  
Fax: (613) 563-9218

### Canadian Importers Association

700 - 210 Dundas Street West  
Toronto, Ontario M5G 2E8  
Tel.: (416) 595-5333  
Fax: (416) 595-8226

## 13.2 MAJOR EMBASSIES, HIGH COMMISSIONS AND CONSULATES

### Washington

**Canadian Embassy**  
501 Pennsylvania Avenue N.W.  
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Telex: 0089664 (DOMCAN A WSH)  
Fax: (202) 682-7726

### Los Angeles

**Canadian Consulate General**  
300 South Grand Avenue  
10<sup>th</sup> floor, California Plaza  
Los Angeles, California 90071, U.S.A.  
Tel.: (213) 346-2700  
Fax: (213) 346-2767  
E-mail: congen@ix.netcom.com

### New York

**Canadian Consulate General**  
1251 Avenue of the Americas  
New York City New York 10020-1175, U.S.A.  
Tel.: (212) 596-1600  
Fax: (212) 596-1793  
E-mail: cngny@cngny01.x400.gc.ca

### Boston

**Canadian Consulate General**  
400 - Three Copley Place  
Boston, Massachusetts, 02116, U.S.A.  
Tel.: (617) 262-3760  
Fax: (617) 262-3415

### Chicago

**Canadian Consulate General**  
Two Prudential Plaza  
2400 - 180 N. Stetson Avenue  
Chicago, Illinois 60601, U.S.A.  
Tel.: (312) 616-1860  
Fax: (312) 616-1877  
Fax: (312) 616-1878 (Trade)

### Detroit

**Canadian Consulate General**  
1100 - 600 Renaissance Center  
Detroit, Michigan 48243-1798, U.S.A.  
Tel.: (313) 567-2340  
Fax: (313) 567-2164  
Internet: [www:http://bizserve.com/canadian-detroit](http://bizserve.com/canadian-detroit)

### San Francisco

**Canadian Government Trade Office**  
1825 - 50 Fremont Street  
San Francisco, California 94105, U.S.A.  
Tel.: (415) 543-2550  
Fax: (415) 512-7671  
E-mail: [cdntrade@ix.netcom.com](mailto:cdntrade@ix.netcom.com)

### Paris

**Canadian Embassy**  
35, avenue Montaigne  
75008 Paris, France  
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Fax: (011-33-1) 44.43.29.98  
Internet: [paris.td@paris.02.x400.gc.ca](mailto:paris.td@paris.02.x400.gc.ca)

### Lyon

**Consulate of Canada**  
Édifice Bonnel-Part-Dieu  
74, rue de Bonnel, 3<sup>e</sup> étage  
69428 Lyon Cédex 02  
France  
Tel.: (011-33) 72.61.15.25  
Fax: (011-33) 78.62.09.36

### London

**Canadian High Commission**  
Macdonald House  
One Grosvenor Square  
London, W1X 0AB, England  
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Telex: (Destination code 51) 261592 (CDALDN C)  
Fax: (011-44-171) 258-6384

### Bonn

**Canadian Embassy**  
Friedrich-Wilhelm-Strasse 18  
53113 Bonn, Germany  
Tel.: (011-49-228) 968-0  
Telex: (Destination code 41) 886 421 (DOMCA D)  
Fax: (011-49-228) 968-3900

## **Munich**

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80331 Munich

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## **Rome**

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## **Milan**

### **Canadian Consulate General**

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Fax: (011-39-2) 6758-3900

## **Vienna**

### **Canadian Embassy**

Laurenzerberg 2

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Republic of Austria

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Fax: (011-43-1) 531-38-3906

## **Berne**

### **Canadian Embassy**

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CH-3005 Berne, Switzerland

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Fax: (011-41-31) 352-73-15

Internet: [bern.cda@ping.ch](mailto:bern.cda@ping.ch)

## **Brussels**

### **Canadian Embassy**

2, avenue de Tervuren

B-1040 Brussels

Kingdom of Belgium

Tel.: (011-32-2) 741.06.20

Fax: (011-32-2) 741.06.06

## **Mexico**

### **Canadian Embassy**

Calle Schiller No. 529

Colonia Rincon del Bosque

11560 Polanco, Mexico City, D.F. Mexico

Tel.: (011-525) 724-7900

Fax: (011-525) 724-7982

## **Seoul**

### **Canadian Embassy**

10<sup>th</sup> Floor, Kolon Building

45 Mugyo-Dong, Jung-Ku

Seoul 100-170, Republic of Korea

Tel.: (011-82-2) 753-2605; 753-7290/3

Fax: (011-82-2) 755-0686; 756-0869 (Que);

773-8966 (AB)

## **Singapore**

### **Canadian High Commission**

IBM Towers, 14<sup>th</sup> Floor

80 Anson Road

Singapore 0207

Republic of Singapore

Tel.: (011-65) 225-6363

Telex: (Destination code 87) RS21277

(DOMCAN RS21277)

Fax: (011-65) 225-2450; 226-1541

(Commercial)

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## **Hong Kong**

### **Commission for Canada**

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8 Connaught Place

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Tel.: (011-852) 2847-7414

Fax: (011-852) 2847-7441

Internet: [td.hkong@hong02.x400.gc.ca](mailto:td.hkong@hong02.x400.gc.ca)

## **Canberra**

### **Canadian High Commission**

Commonwealth Avenue

Canberra, ACT 2600

Australia

Tel.: (0011-61-6) 273-3844

Fax: (011-61-6) 270-4069



### 13.3 GOVERNMENT CONTACTS

#### Investment and Technology Bureau

##### Department of Foreign Affairs and

##### International Trade

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Telex: 053-4450

#### Business Development Bank of Canada

800 Victoria Square

Tour de la Place Victoria

Montreal, Quebec H4Z 1L4

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Fax: (514) 283-0617

#### International Trade Centres

##### Newfoundland International Trade Centre

P.O. Box 8950, 504 - 215 Water Street

St. John's, Newfoundland A1B 3R9

Tel.: (709) 772-5511

Fax: (709) 772-2373

##### Prince Edward Island International Trade Centre

P.O. Box 1115, 400 - 134 Kent Street

Charlottetown, P.E.I. C1A 7M8

Tel.: (902) 566-7443

Fax: (902) 566-7450

##### Nova Scotia International Trade Centre

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##### New Brunswick International Trade Centre

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Moncton, New Brunswick E1C 1H1

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**Western Economic Diversification  
Canada (WD)**

**WD Manitoba**

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**WD Saskatchewan**

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Saskatoon, Saskatchewan S7K 3S7  
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Saskatchewan (Toll free): (306) 780-6725

**WD Alberta**

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Tel.: (403) 495-4164  
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Alberta (Toll free): (403) 292-5382

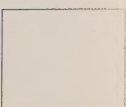
**WD British Columbia**

P.O. Box 49276, Bentall Tower 4  
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